

# Automotive Daily News



Vol. 1. No. 46. Copyright 1925 by Publishing Corporation

NEW YORK, FRIDAY, OCTOBER 30, 1925

Application for entry as second class matter 10 Cents, \$12 Per Year is pending at Post Office, New York, N. Y.

## AUTO FATALITIES IN SLIGHT DROP UNDER LAST YEAR

Only 16 Cities Show Increase for Comparative Periods

Special from A. D. N. Washington Bureau

WASHINGTON, Oct. 30.—The Department of Commerce announces that reports of automobile fatalities in 1925 have been received from 78 cities of 100,000 population or more. Thirty-seven of these cities show more automobile fatalities in the four-week period ending October 10 than in the previous four-week period.

The following four cities show no fatalities for the last four weeks: Grand Rapids, Kansas City, Kans., Washington, D. C., and Wilmington, Del. Somerville with seven deaths so far for 1925 has the smallest number, but New Bedford with nine deaths, has the lowest rate (8.4) per 100,000 population.

For 59 cities with an aggregate population of twenty-eight million, there were 373 automobile fatalities reported in the period January 1 to October 10, 1925, as contrasted with 4345 in the period January 1 to October 31, 1924. Of these 3,973 deaths, 455, or 11 per cent, were reported in the four-week period ended October 10, 1925.

Of the sixty-five cities for which comparisons are possible so far for 1924 and 1925, only sixteen show more automobile fatalities

(Continued on page 2)

## Object to Driving Cars Over Border

Special from A. D. N. Washington Bureau

Washington, Oct. 30.—The Department of Customs and Excise at Ottawa is strongly opposed to American manufacturers in the central states delivering cars to Canadian dealers by driving them across the border, the Department of Commerce was advised today.

The registrar of motor vehicles for the Province of Ontario has ruled that such vehicles are permitted to operate without Ontario permits, provided they display state dealers' registration plates, but the Department of Customs and Excise refuses to grant the necessary permit.

The officials assert that it is unfair to railways, and moreover, if allowed, would ultimately result in serious congestion on the main highways.

## BUICK AND REO GAIN IN WAYNE COUNTY SALES

Detroit, Oct. 29.—Figures for Wayne county registrations show that Buick sales in the first nine months of 1925 were 1,176, as compared to 2,596 for the corresponding period in 1924, a gain of 61 per cent.

Reo registrations in Wayne county were 391 in the last nine months of 1925, as compared to 293 in 1924, an increase of 30 per cent.

## Dodge Estate Charges Illegal Tax Assessed

Special from A. D. N. Detroit Bureau  
Detroit, Oct. 29.—Charging that the city of Detroit in its tax assessments made an illegal entry against the property of the late John Dodge, one of the founders of Dodge Brothers, suit has been filed against the city for collection of \$15,301. The suit is filed in the interests of Howard Bloomer, attorney and former trustee of the John Dodge estate and Mrs. Matilda Wilson, widow of Mr. Dodge.

## 51 RAILROADS USING TRUCKS

N. A. C. C. Survey Also Shows 21 Roads Now Operate Buses

New York, Oct. 29.—Fifty-one steam railroads are listed using motor trucks to handle freight, as compared with thirty-three a year ago, according to results of a survey just completed by the motor truck department of the National Automobile Chamber of Commerce. Twenty steam railroads, or their subsidiaries, are now using over 219 motor buses. This survey represents the first attempt to list steam lines which have instituted auxiliary bus service, most of them within the last twelve months.

Of the railroads using trucks, thirty are doing so under contracts with terminal companies at either Cincinnati or St. Louis by which less than carload freight is interchanged by this means. Thirteen other roads use trucks at other terminals. Twenty-two railroads supply truck service at other points, eight to replace trains carrying package freight, and ten to give store-door delivery in some form.

Ten of the railroads using motor buses have established routes parallel to some of their rail lines, five have substituted bus for rail service on branch lines, while two are using buses as feeders through territory not previously served by rail. Three railroads are making use of buses through arrangements made with bus operators as to ticket interchangeability or as to service in place of discontinued local trains.

More than 496 gasoline or gas-electric rail motor coaches are being operated by 190 steam and electric railroads. In the survey made by the same organization one year ago 483 rail motor vehicles were shown to be in use on 174 rail lines.

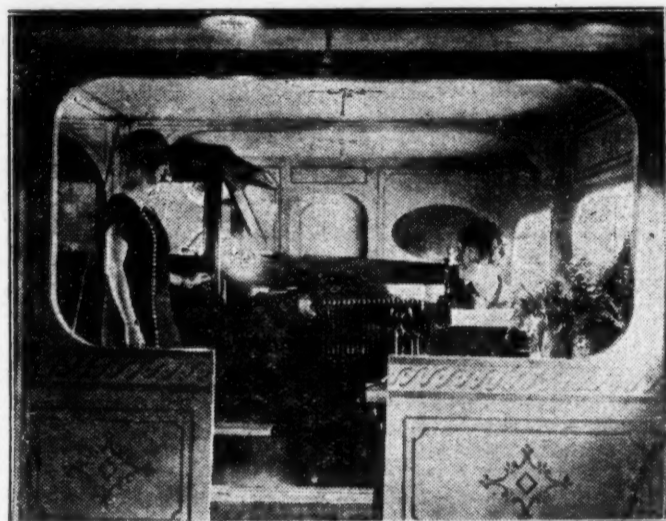
These figures were taken from data supplied by 201 officials representing 174 railroads and from other sources believed to be reliable.

### IN NEW POSITION

Milwaukee, Wis., Oct. 29.—C. M. Montz, formerly mid-west manager of the Eisemann Magneto Corporation at Chicago, has been appointed manager of the Wisconsin Magneto Company here to succeed Matt Kissinger, who resigned to form the Kissinger Overland Company.

**New commercial car registrations throughout the country, compiled for the week and month, will be found on Page 6 of this issue.**

**NOW A WRECK**—Showing the automobile salesroom interior of the huge Remington-Burnell plane just before it started on its disastrous flight from Hartford to Boston. The big plane was wrecked Tuesday during a forced landing after both motors had suddenly cut off while at an altitude of 3,000 feet.



International Newsreel Photo.

## Four British Mfrs. to Have Canadian Plants

Montreal, Oct. 29.—A telegram from Calgary, Alberta, says: Four of the leading car manufacturers of England are planning to establish Canadian plants next year. This announcement is one of the most important made in years in the matter of industry expansion.

## AUTO TAX WILL BE CUT IN HALF

This Is Prediction of Flint Manufacturers' Secretary

St. Louis, Oct. 29.—Compromise will be the ultimate outcome of the perplexing problem of excise tax repeal now before the Congressional Ways and Means Committee, according to James Farber, Secretary of the Manufacturers Association of Flint, Mich.

He said today he believes that in the case of automobiles, tires and accessories, at least, the tax will be modified from 5 per cent. to 2½ per cent.

Farber, who is representing the Flint automotive industry at the convention of the National Association of Manufacturers here this week, was in Washington two weeks ago, where he conferred with members of Congress and of the Ways and Means Committee in relation to the repeal of the tax.

"The sentiment of Congress seems to be that repeal is not improvable," he said to the Automotive Daily News correspondent. "But I was told in Washington by a person whom I am not at liberty to quote that the tax will be reduced to 2½ per cent., or just 50 per cent. of the present levy."

"Numerous legislators are working vigorously for a repeal of the tax, Senator Couzens told the automobile manufacturers in Flint last week that there would not be a 'corporate guard' in either house opposing a repeal of the tax when it comes to a vote. He declared that Congress is unqualifiedly opposed to the tax."

## SLIGHT DROP IN CHASSIS OUTPUT

Special from A. D. N. Detroit Bureau  
Detroit, Oct. 29.—The production of automobile chassis frames in the Detroit plant of the Midland Steel Products Company for the month of October will show a slight decrease from the September figures. So far this month 90 per cent of the output of last month has been attained, figures show.

However, the slight decline in output of chassis frames for the month of October does not necessarily mean a decrease in production of cars for this month as compared with September, it is said.

It has always been the policy of automobile manufacturers to clean up stocks of frames on hand at this time of year in preparation for the taking of inventories. Chassis frames are ordered sufficiently in advance to allow the manufacturer to place orders for steel.

Current inquiries for frames for delivery after the first of the year, are at a record figure for this time of the year, indicating that the production of cars at current high levels is likely to continue until well into 1926.

### In This Issue

- Auto financing makes hit with German dealers. Page 1.
- Auto fatalities show decrease. Page 1.
- Cut of 50 per cent in auto excise tax is predicted. Page 1.
- Fifty-one railroads now use buses. Page 1.
- Sale of gas by South Dakota checked by court. Page 2.
- Export of tractors gains. Page 2.
- Demand for closed cars reaching peak. Page 3.
- Financial news of the day. Page 5.
- Reports of opinions on salesmen's salary problems. Page 5.
- Truck business over country increases. Page 9.
- Buffalo dealers discuss time payments. Page 10.
- Sales and merchandising features. Page 11.

## AUTO FINANCING MAKES HIT WITH GERMAN DEALERS

American Manufacturer Introduces System On His Sales

Special from A. D. N. Washington Bureau

WASHINGTON, D. C., Oct. 30.—A decided improvement in automotive business in several foreign countries is indicated by reports received today by the Department of Commerce. Sales outlook for the fourth quarter of the year appears far more satisfactory than during the same period of 1924.

An American manufacturer has introduced a system of financing sales in Germany and is giving liberal terms, with interest as low as 5½ per cent. This has caused many dealers to endeavor to discontinue handling other makes and close contracts with this one firm. Since this was introduced, a decision of the German customs authorities has stopped dealers holding cars in bond and withdrawing them or paying import duties except as sold.

According to the new ruling, all imported automobiles must be withdrawn from the customs house and import duties paid within a month from date of arrival in Germany.

It is pointed out by the department that "under these circumstances other American companies would be wise if they promptly inaugurated some sort of an automobile financing system."

Sales outlook for the fourth quarter is excellent, although November will be rather low since few purchases will be made prior to the automobile show, December 5.

## COL. UPHAM APPOINTED PURCHASER BY INDIAN CO.

Lawrenceville, Ill., Oct. 29.—Col. Francis B. Upham has been appointed acting purchasing agent of the Indian Refining Company. He succeeds Max Graf, who resigned because of ill health. Graf has been the purchasing agent of the company for a number of years. Col. Upham is widely known in army and petroleum circles. He is a graduate of West Point, and served in France during the World War. After the war he resigned from the army and has been associated with the Indian Refining Company in various executive positions for the last three years.

## MILLER RUBBER CO. NOW MAKING UNIVERSAL FLAP

Akron, O., Oct. 29.—The commercial sales department of the Miller Rubber Company has announced a new "Universal Flap" developed for six-inch and larger heavy duty tires, which will make unnecessary the use of a different flap with the same size casings used on different size rims. Casings in six-inch and larger sizes will be equipped with the new flap. It is all rubber, built in a V shape with plenty of width, thickness and strength.

## CHECKS STATE SALES OF GAS

### S. Dak. Supreme Court Declares Action Is Unconstitutional

Special to the Automotive Daily News

PIERRE, S. D., Oct. 29.—The constitutionality of the law passed by the last South Dakota Legislature, authorizing the state to engage in the retail sale of gasoline, was denied yesterday by the South Dakota Supreme Court in a decision overruling the defendants' demurrer to the action brought by the White Eagle Oil and Refining Company.

The action was against Gov. Carl Gunderson and members of the state gasoline commission and the state highway commission to restrain them from engaging in the retail sale of gasoline.

The court granted a temporary injunction, effective immediately upon service of the order upon the defendants, which will be made permanent if the defendant officers do not reply to the original pleadings within thirty days.

The decision is apparently the last step in a gasoline war originally instituted by former Gov. W. H. McMaster in August, 1923, which has lasted sporadically in South Dakota to date and which spread while it was in progress to nineteen different states throughout the central West.

At the time the former governor first began selling gasoline through the agency of the state highway commission, gasoline was selling at prices ranging from 25 to 28 cents a gallon. The state cut the price to 16 cents, and from subsequent cuts by the oil companies it was claimed that the people of South Dakota saved more than \$1,000,000 in the price of gasoline consumed.

The legality of McMaster's action was twice sustained, by State and Federal Courts, but the last Legislature nevertheless enacted a law specifically authorizing a special "gasoline commission" to engage in the business when it saw fit.

No further appeal from this decision of the court is possible and it is the opinion of the attorney general's department that the precedent established by the South Dakota court will be upheld if similar actions are brought in other states where no specific authority exists in the Constitution for the sale of gasoline by the state.

## Auto Fatalities in Slight Decrease Under Last Year

(Continued from page 1)

reported in the period, January 1 to October 10, 1925, than occurred in the first ten months of 1924.

So far this year New York city has reported 730 automobile fatalities, Chicago 453, Philadelphia 226, Detroit 200, Cleveland and Los Angeles each 173, while for the last four-week period the figures are New York city 92, Chicago 43, Philadelphia 35, Detroit 17, Cleveland and Los Angeles each 19. Figures for the other cities are given in the table.

Fatalities reported during the four weeks ended October 10 were as follows: Akron 3, Albany 3, Atlanta 7, Baltimore 14, Birmingham 5, Boston 13, Bridgeport 1, Buffalo 12, Cambridge 2, Camden 1, Chicago 43, Cincinnati 1, Cleveland 19, Columbus 9, Dallas 10, Dayton 3, Denver 2, Des Moines 4, Detroit 17, Duluth 4, El Paso 3, Erie 2, Fall River 1, Flint 2, Fort Worth 4.

Houston 2, Indianapolis 4, Jersey City 3, Kansas City, Mo., 7; Los Angeles 19, Louisville 5, Lowell 2, Lynn 3, Memphis 3, Milwaukee 7, Minneapolis 7, Nashville 3, New Bedford 1, New Haven 8, New Orleans 5, New York 92, Newark, N. J., 8; Norfolk 2, Oakland 2, Oklahoma City 2, Omaha 2, Paterson 3, Philadelphia 35, Pittsburgh 13, Portland, Ore., 4; Providence 2, Richmond 2.

Rochester 7, St. Louis 12, St. Paul 8, Salt Lake City 3, San Antonio 4, San Diego 3, San Francisco 4, Schenectady 3, Seattle 3, Somerville 3, Spokane 1, Springfield, Mass., 1; Syracuse 2, Tacoma 1, Toledo 8, Trenton 5, Utica 2, Waterbury 2, Worcester 2, Yonkers 4, Youngstown 5.

## N. A. C. C. Traffic Managers' Monthly Conference



THE MEN who handle the railroad matters of the automobile industry and direct the shipping of approximately 1,000,000 carloads of freight annually are here seen convened at their regular monthly meeting.

At head of table is J. S. Marvin, chairman of the conference. Around the table, upper row: William E. Metzger, V. P., Federal Motor Truck Company and chairman N. A. C. C. traffic committee; K. A. Moore, assistant traffic manager (N. A. C. C.), F. L. Starck (N. A. C. C.), E. J. Klebba (Ford), D. C. Whitman (Olds), S. J. Henderson (Autocar), G. L. Middleton (N. A. C. C.), S. L. Harter (Pack), R. T. McKenna (general counsel Motor and Accessory Manufacturers' Association), E. E. Carroll (General Motors Truck), A. Parr (Nash), C. R. Scharff (traffic director Chevrolet), J. C. Sennett (Cleveland), E. F. Stewart (Chevrolet), T. F. Cahill (Chandler), A. W. Bell (General Motors of Canada), E. F. Howley (Durant of Canada). From upper right-hand corner to left along lower row: E. G. Rice (Flint), W. J. Bailey (traffic director Durant Motors), B. C. Sproul (Durant of Michigan), J. A. Miller (Garford), W. J. Enright (Chrysler), F. H. McHale (Chevrolet), M. S. Graham (Reo), George C. Conn (traffic director Buick), C. A. Sullivan (Fisher Body Corporation), G. A. Main (Cadillac), F. C. Hickey (Pierce-Arrow), E. N. Hodges (Hupp), N. D. Hoke (traffic manager Dodge Brothers), R. C. Hilton (Dodge Brothers), W. J. Dibble (Hudson-Essex).

## Exports of Tractors Gain Over Last Year

Special from A. D. N. Washington Bureau

WASHINGTON, D. C., Oct. 29.—Although equal to the monthly average for the year 1925, exports of agricultural implements in September showed a decrease of almost 50 per cent. as compared with the abnormally high exports for August, according to the agricultural implements division of the Department of Commerce. The September exports are valued at \$5,800,532, as compared with \$11,318,423 in August.

Exports of tractors, which amounted to 4,538, valued at \$2,630,260, in September, 1925, were three times the shipments of this item in September, 1924. The chief destinations of these tractor shipments were Canada, which took 995 machines; France, 947; Italy, 868, and Argentina, 370.

No wheel tractors were shipped to Russia in September, in striking contrast with the large shipments in August, amounting to 3,785 tractors. Tractor shipments in August were especially high and, although the shipments of tractors in September were also at a high level, they amounted to approximately only one-half of the August shipments. This involves a decrease of about \$2,500,000.

## Air Craft Group at Detroit Re-elects

Special from A. D. N. Detroit Bureau

Detroit, Oct. 29.—At the annual meeting of stockholders of the Aircraft Development Corporation the following officers were re-elected: Harold H. Emmons, president; C. S. Mott, vice-president General Motors Corporation, and William B. Mayo, chief engineer Ford Motor Company, as vice-presidents; Ralph H. Upson, chief engineer, and Carl B. Fritzsche, general manager; Charles A. Parcells, secretary, and Arthur H. Schwartz, treasurer. The directors chosen were Edsel B. Ford, W. B. Stout, Alex Dow, Charles W. Harrah, C. F. Kettering, Eugene W. Lewis and Mason P. Rummy.

President Emmons and General Manager Fritzsche, who have spent much time in Washington recently, announced that Secretary of the Navy Wilbur had shown much interest in their proposal to build an all metal dirigible here for the navy.

Plans for such a ship have been drawn by Ralph Upson, and work is expected to start as soon as definite word of the Navy Department's acceptance is received.

## PURCHASE OF BUS SYSTEM IN RAINIER PARK AGREED ON

Tacoma, Wash., Oct. 29.—Decision to purchase outright all transportation equipment used in service from Seattle and Tacoma to Rainier National Park has been approved by directors of the Rainier National Park Company. Heretofore the equipment, consisting of stages and touring cars, has been leased. The directors also have authorized Manager T. H. Martin of Tacoma to buy a number of new buses and touring cars prior to opening of the park for next year.

## French Company Will Massage Dublin Sts.

Special from A. D. N. Detroit Bureau

Washington, D. C., Oct. 29.—A French company will "massage" the streets of Dublin for the next ten years.

The Irish city commissioners have let a contract for street cleaning to the Societe Auxiliaire de Services Municipaux of Paris. The contractors are expected to install eight motor sweeping machines and 34 motor cars to be used for hauling refuse.

While it is expected that the necessary equipment will be furnished by French manufacturers, interested American firms may communicate with Harold M. Collins, American consul in Dublin.

## PEERLESS MOTOR CAR CO. APPOINTS 96 NEW DEALERS

Cleveland, Oct. 29.—The Peerless Motor Car Company has announced here the appointment of ninety-six new dealers and distributors in sixty-four cities and towns of the United States. Sales Manager Charles A. Tucker, in making the announcement, stated that Peerless sales for September, 1925, were exactly double those of September, 1924. "We are looking forward to a record smashing winter," Mr. Tucker said.

## MOTORCADE READY.

San Francisco, Oct. 29 (U. T. P. S.).—Motorists of the entire San Francisco Bay region are ready to take part in the annual automobile caravan of the San Francisco Chamber of Commerce over the Dipsea Highway on Saturday and Sunday.

## Today's Standing in the Time Payment Poll

BALLOTS received to date from automotive dealers expressing their opinion as to what the maximum down payment should be and the maximum time for complete payments:—

	No. Votes.
One-quarter of purchase price.....	200
One-third of purchase price.....	95
One-half of the purchase price.....	295
Eight months.....	
Ten months.....	
Twelve months.....	
Eighteen months.....	

Average per cent. of sales in which a used car is taken to cover first down payment, 25.

## BRILL ACQUIRES N. C. BUS LINES

### Purchase Price Reported to Be About \$240,000

GREENSBORO, N. C., Oct. 29.—J. G. Brill Company of Baltimore, street car and vehicular manufacturer, has acquired the ownership of the three bus lines between Greensboro and Raleigh, it became known last night.

The Baltimore concern secured options last week on the Carolina Motor Coach Company and the Safety Coach Company, but did not desire to purchase unless it could buy the Southern Transfer Company. This deal was consummated yesterday. The purchase price was said to be \$80,000 for each line, or \$240,000 for the three.

An employee of the state revenue department aided in the negotiations, and it is understood that the sale was looked upon with a kindly eye by the state corporation commission. Agents of the Brill company now are obtaining options on lines between Greensboro and Winston-Salem.

The great artery running from Goldsboro to Raleigh, through Durham to Greensboro, was the first field sought and the first achieved in the company's effort to consolidate all bus control in the state until there is finally "one big company from the mountains to the sea."

The next-most highly prized line—and the one now sought—is from Greensboro to Charlotte and highways from Winston-Salem connecting with Greensboro and Charlotte.

## Ford Enters Plane In Bus Display

Special from A. D. N. Detroit Bureau

Detroit, Oct. 29.—Henry Ford has decided to enter an all-metal airplane in the First National Motor Bus Show, which will be held at Convention Hall, Detroit, November 16 to 21. The airplane to be used is the second one to be manufactured since the Stout All Metal Airplane Company was taken over by Ford.

It will be an exact duplicate of the first all-metal airplane manufactured by Ford, which was later sold to John Wanamaker & Co. The airplane will have a full cargo and parts, etc., the same as those flying from Detroit to Chicago. There will be pilots and mechanics on hand to answer questions. More than fifty exhibitors have already reserved space for the show.

## G. M. OFFICIAL AT OSHAWA LEAVES FOR NEW ZEALAND

Toronto, Oct. 29 (U. T. P. S.).—D. M. Manning, who is head of the export department of the General Motors' plant in Oshawa, Ont., left this week for New Zealand where he is to take up an executive position for the head office of the same corporation.

## In the New and Used Car Marts

### HEAVY WINTER TRADE IN VIEW

Topeka, Kan., Oct. 29.—Unexpectedly the number of new deals on nearly all the low and middle priced jobs is holding up to new record figures in this territory, distributors and dealers declare.

There has been a slump, of course, from the brisk trade of the early fall, but there is now every indication that the winter trade will be the best in the history of the business.

Almost none of the local show-rooms have any open models on display except the sport cars, and salesmen report the bulk of the inquiries from prospects are on coupe and coach types.

The big program of highway construction completed this fall is almost universally given by the dealers and agents as the reason for the cold weather business. They also declare that new heating and other bad-weather appliances and accessories are helping.

"The public is no longer looking upon the car as a fine weather luxury but an all weather necessity," said Earle Williams of the Central Motors Company, dealer for the Studebaker. "Comfort in bad weather is what car buyers are purchasing now, and I look for the time to be here soon, when there will be very little seasonal talk in the automobile business."

"Coupes and roadsters are the favorites of the new line of Fords," said L. W. Scott, manager of the Cameron Motors Company. "We have on hand orders for more cars than can be filled until after the first of November."

#### KNOXVILLE, TENN.

Knoxville, Tenn., Oct. 29.—New stream line model Fords have caused the bottom to fall out of the market for Fords of 1925 or earlier models. Practically new Fords of 1925 design now are offered for from \$150 to \$200 less than the price of 1926 models.

The difference in appearance of 1926 Fords and previous models is so great that the public is willing to pay considerably more to get the later model.

All used cars of open models are selling very slowly here now. The dealers are using large advertisements in order to clear their floors before the coming of winter.

#### WACO, TEX.

Waco, Tex., Oct. 29.—Seasonal prosperity, for which the marketing of the central Texas cotton crop is responsible, is reflected in new car sales here, sixty-four new passenger vehicles being sold last week.

The influx of new Fords is making itself known in the sales figures. Thirty-four new Ford cars went to the hands of their owners within the week.

Chevrolet and Nash tied for second place in the sales column. Essex, Chrysler, Hudson, Lincoln and Buick also proved popular.

The used car aggregate of sales for the week was 30 per cent. ahead of the preceding week, and prospects are rosy for a continued increase in the next seven days.

#### ANOTHER HUDSON DEALER

Evansville, Ind., Oct. 29.—With the opening of the Glines and Metheny Hudson-Essex dealership at Xenia, Ill., this week, the Wabash Valley Motor Company of this city, Hudson-Essex distributor, supplies the trade of southern Illinois and Indiana and western Kentucky through 43 retail dealer agencies.

#### CHEVROLET MEETING

Green Bay, Wis., Oct. 29.—Forty Chevrolet dealers from north-eastern Wisconsin gathered at a conference and banquet here to hear some "shop talk" from George Pomeroy, factory representative.

### CLOSED CARS IN BRISK DEMAND

Kansas City, Oct. 19.—The used car market in Kansas City has taken on a healthier aspect in the last week, a survey among dealers shows.

A few dealers are reporting sales slow but the majority are reporting a strong market, especially in closed cars.

W. G. Gorham, assistant sales manager of the Hudson-Brace Motor Company, Hudson-Essex distributor, declares their sale of used cars for the last week and for the whole fall season has been exceptionally satisfactory.

B. M. Johnson, assistant sales manager of the used car department of the Hemphill Motor Company, Oakland-Marmon distributor, reports the sale of closed used cars good, with open models moving slowly.

W. J. Birrell of the W. J. Birrell Motor Company, one of the largest dealers here, handling used Fords exclusively, declares that his business is exceptionally strong now, with closed cars selling "like hot cakes."

Frank B. Eastridge, sales manager of the Smith-Overland Motor Company, reports used car sales as improving. "We have a surplus of open models, but not enough closed cars to supply the demand," he said.

#### DUBUQUE, IA.

Dubuque, Ia., Oct. 29.—Disposal of used open cars is proving a problem to local automobile dealers, as cold weather approaches and closed cars come more and more into demand. Several local dealers have used open cars on hand which they predict will remain unsold throughout the winter. Closed user cars, however, are moving satisfactorily, they state.

The Schrup Motor Car Company of Dubuque, Dodge Brothers distributor, is successfully using a used car policy which is proving satisfactory to both purchaser and dealer.

When a used car is turned in, it is appraised and the owner guaranteed a certain amount, depending upon its appraised value. The car is then advertised and placed on sale by the Schrup Company, and if it brings a greater amount than was guaranteed its owner, the amount guaranteed, plus the additional proceeds of the sale, is turned over to the owner, or applied upon his purchase.

#### SALT LAKE CITY

Salt Lake City, Utah, Oct. 29.—An official of the Certified Used-Car Public Market declares that the six dealers whose cars it handles are pretty well cleaned out of used cars.

Lighter machines have moved the best.

The average sale was a little over \$300, but would be \$200 or \$300 higher were it not that certain cars are really in the "junk" class, keeping the average price down.

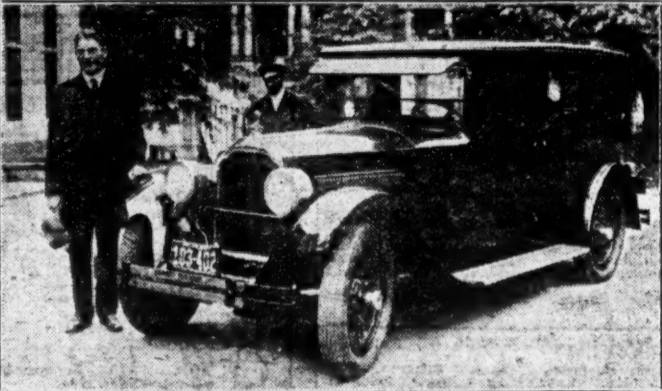
#### FINANCE CONFERENCE

Raleigh, N. C., Oct. 29.—Representatives of automobile finance companies and a committee of the North Carolina Automotive Trade Association conferred with members of the Department of Revenue at Raleigh recently to discuss repossession of cars and administration of the title law.

#### NASH SALESMEN MEET

Decatur, Ill., Oct. 29.—Nash salesmen from six counties met at Kilborn, Inc., last week and fifteen representatives attended the session. G. A. Hall of the Chicago office of Nash, presided and led in the discussion of new models and sales policies.

**PACKARD FOR NAVY CHIEF**—Secretary of Navy Wilbur shown with his recently acquired Packard sedan.



International Newsreel Photo.

### Distributor Doings

#### TAKES ON CHANDLER

Portland, Ore., Oct. 29 (U. T. P. S.).—Hirsch Bromberg of Portland, Ore., has closed a contract by which he will hereafter be distributor for the entire state of Oregon and the southwestern counties in Washington for the Chandler line.

#### NEW STAR DEALERS

Fort Smith, Ark., Oct. 29 (U. T. P. S.).—Eight new Star dealers have been added in the Arkansas territory during the last thirty days, according to Randolph Sengel of the Sengel Motor Company, which handles Stars, Durants and Flints.

#### NEW CHEVROLET DEALERS

Fort Smith, Ark., Oct. 29 (U. T. P. S.).—The Sutton Chevrolet Company of Fort Smith has signed as associate dealers the Brasher & Fuller Motor Company at Waldron. This company will take over the distribution of Chevrolet models in the Waldron territory.

### New Hupp Six Well Received

Special from A. D. N. Detroit Bureau  
Detroit, Oct. 29.—The favorable reception afforded the new Hupmobile Six in the Detroit district is demonstrated in the orders for more than 200 cars received by Williams & Hastings, Michigan distributors, in the fifteen days since the car was first shown to the public here.

"There has been a tremendous influx of orders from all over the state," the company reports. "Perhaps the most important development has been the number of new dealers added since the car was introduced."

"Inquiries have come in from all over the state regarding franchise for the new Hupmobile. The enthusiasm displayed by the Detroit public has been very gratifying, and Detroiters continue to manifest great interest in the car, as shown in crowds which daily flock to our salesroom."

### Results of Used Car Show Pleases Chicago Dealers

Chicago, Oct. 29.—A recapitulation of sales during the seventh annual used car show staged this month by the Chicago Automobile Trade Association indicates the exposition was the most successful of the kind ever held by the trade body. Exhibitors were especially pleased with the results as this is the first time such an exhibition has ever been held in the fall of the year.

During the nine days the show was open, 252 cars were sold off the floor of the Coliseum for a total sum of \$214,015—an average of 28 cars a day at \$849.27 per car. Thirty-five automobile firms were represented in the show.

These figures do not represent the total number of used cars sold by members during the period for, preceding the opening of the Coliseum exhibition, the association conducted a ten day "advance sale" of "Tested and Approved" used cars—automobiles which had passed the rigid inspection tests set up by the association and which were offered to the public in the salesrooms of the members who participated in the show itself. This "advance sale" began October 1, and continued until the opening of the exhibition Saturday October 10.

In addition, a public auction was conducted at the Coliseum Annex during the show, and many untagged used cars, which did not pass the association's critical examination or that could not be refinished in time for the show, were disposed of in this way. No count was made of the cars sold at either the "advance sale" or the public auction.

for Economical Transportation



84,000,000 copies of national magazines and papers reaching every automobile buyer in the country carry Chevrolet advertising every month.  
No wonder Chevrolet dealers find Chevrolet cars easier to sell in greater volume than ever before.

CHEVROLET MOTOR COMPANY, DETROIT, MICH.

Division of General Motors Corporation

Touring . . . . .	\$525	Coupe . . . . .	\$675	Commercial Chassis . . . . .	\$425
Roadster . . . . .	525	Coach . . . . .	695	Express Truck Chassis . . . . .	550
		Sedan . . . . .	775		

ALL PRICES F. O. B. FLINT, MICHIGAN

Q U A L I T Y A T L O W C O S T

# Automotive Daily News

"Of, By and For the Entire Automotive Industry."

Published Every Day Except Saturday and Sunday by  
AUTOMOTIVE DAILY NEWS PUBLISHING CORPORATION.  
25 City Hall Place, New York, N. Y.  
DETROIT BUREAU, 2-144 GENERAL MOTORS BUILDING, EMPIRE 3500.  
Application for entry as second-class matter is pending at Post Office, New York, N. Y.  
O. J. Elder, President; George M. Slocum, Vice-President; G. L. Harrington,  
Treasurer; Alexander Johnston, Secretary.

FRIDAY, OCTOBER 30, 1925

Advertising Headquarters—1926 Broadway, New York, N. Y.  
Harry A. Tarrant, Advertising Manager; George M. Slocum, Manager Detroit  
Bureau, General Motors Building, Detroit, Mich.; C. H. Shattuck, Western Manager,  
168 North Michigan Ave., Chicago, Ill.; Metz B. Hayes, New England Manager, Little  
Building, Boston, Mass.; Blanchard, Nichols & Coleman, American National Bank  
Building, San Francisco, Cal.; Lincoln Building, Los Angeles, Cal.; 1037 Henry  
Building, Seattle, Wash.  
Address ALL advertising cuts, copy and correspondence for New York office to  
1926 Broadway, New York City.

Editorial Department—25 City Hall Place, New York, N. Y.  
Telephone: Franklin 3900.  
Alexander Johnston, Editor; Don Wallace Robinson, Managing Editor; Walter  
Boynton, Editor Detroit Bureau, Detroit, Mich. Contributing Editors: John C.  
Wetmore, Clyde Jennings.

SUBSCRIPTION RATES  
United States and Possessions and Canada: One year, \$12.00. Six months, \$6.00.  
Single copies, 10 cents.  
Foreign subscriptions: One year, \$15.00. Six months, \$7.50.

Copyright, 1925, Automotive Daily News Publishing Corporation.

## Needed—a Fool-Proof Light

IN the long campaign to obtain automobile lighting that will be safe for all users of the highways, no one has been more active than W. L. Dill, commissioner of motor vehicles of New Jersey. Mr. Dill has studied the subject not only from the theoretical angle, but from the practical point of view of the man who must try to protect all classes of road users. His views on the subject of lighting, expressed in a recent letter to The Automotive Daily News, will be of interest to the entire industry.

"Much progress has been made in the control of automobile head lamps," says Mr. Dill, "but the ultimate solution of this problem depends entirely on the ability of the automotive engineers to devise a fool-proof lamp that can be used by automobile builders, and which will not require any adjustment."

"The one reason for blinding lights today is the indifference of the motorist. He uses a lamp equipped with an approved device and proceeds on the theory that he is within the law, regardless of whether or not his lamps are in focus."

There, we believe, Mr. Dill has put his finger on a major cause of trouble. The average car owner will not take the time needed to see whether his lights are properly focused, and we are not entirely certain that he should be asked to do so. Surely the permanently adjusted light is within the genius to encompass of our engineers. Remove the human element and we eliminate most of the cause of trouble.

Continuing, Mr. Dill regrets that in many cases lamps are so flimsily made that a permanent adjustment is impossible. This, with the well known neglect of the average owner to give periodic attention to the focus of his lights, and we have the crux of the problem.

So, argues Mr. Dill, co-operation between the car owner and the manufacturer will bring an immediate improvement in a situation that is dangerous, pending the time when our engineers give us a fool-proof lamp with the human factor eliminated by a permanent focal adjustment.

## How Do You Feel About It?

TIME payment purchases are the most important factor in the automobile sales field today. On their correct handling rest much of the future prosperity and security of the dealer organization of tomorrow. What is the safe and sane method of handling deferred payments? Opinions differ. The only way of reaching the proper solution is to get all the differing ideas. Help us do this by filling out the form below and mailing it to The Automotive Daily News, 25 City Hall Place, New York city.

Editorial Department, Automotive Daily News,  
25 City Hall Place, New York City.

Gentlemen: In response to your inquiry we believe that the following method is the most satisfactory in making sales under the deferred payment plan:—

The cash payment should be:—

One-quarter of the purchase price..... ☐ Yes. ☐ No.  
One-third of the purchase price..... ☐ Yes. ☐ No.

The maximum period allowed for completing the payments should be:—

Eight months ..... ☐ Yes. ☐ No.  
Ten months ..... ☐ Yes. ☐ No.  
Twelve months ..... ☐ Yes. ☐ No.  
Eighteen months ..... ☐ Yes. ☐ No.  
Do you favor an even longer period..... ☐ Yes. ☐ No.

What per cent. of new car sales are made with a used car taken to cover the first down payment?.....

Firm name .....

Address .....

Individual .....

Result of balloting to date will be found on Page 2.

## Our Own Automotive Family Album

The Boyhood Days of Our Industry's Leaders

By Kessler



J. H. KELLY, PRESIDENT OF THE HEWITT RUBBER CO. OF BUFFALO, WAS A HERO OF THE BACK LOTS, IN CHICAGO, IN THE DAYS OF HIS BOYHOOD.

## The Observer

The railway once was the symbol of progress. Its coming brought cities into being almost over night.

The railway station was the heart of the city's life, its tracks were far too often the main street.

Today, in certain aspects, the railway has changed from the symbol of progress to the apotheosis of obstruction.

Few municipalities still have steam railroad lines along their main streets, but many continue to permit the railway grade crossings to block their main avenues.

These crossings, with the frequent lowering of gates, often close the traffic on the highway for a majority of the time.

Aside from the hazard to life, these rail crossings in the cities are enormously costly to business.

The railroads are not wholly to blame. When they were constructed the building of the lines was in accord with the needs of that time.

Traffic became heavier on the streets. The motor vehicle came into being, and the separation of the railroad track from the street grade became important.

The motorists is all too familiar with the passing freight train which may close the street to him for fifteen minutes. His time is worth money, though the exact value may be intangible if the car he is driving is not at that moment being used on a business errand.

With the truck, the injustice of the situation is still clearer. A truck in some of our larger cities must gross at least \$20 per day to make a profit. (The figure will of course vary widely with capacity of the vehicle and the conditions of business.)

With a business day of ten hours the truck's income must be \$2.00 an hour. The 15 minute crossing delay is taking 50 cents directly out of the pocket of the truck operator.

There is often talk by railroad

people of the supposed discriminatory advantages of the motor truck in using the highways. It should be remembered that every time the railroad lowers its crossing gates against traffic on the public roads it is exercising discrimination against motor freight transport.

The need, however, is not for argument, but for results.

Remove the grade crossings from city streets.

## LOWER IMPORT TAX OF FRENCH CENTRAL AFRICA

Special to the Automotive Daily News  
Paris, Oct. 29.—A specially reduced custom rate of 5 per cent. ad valorem has recently been fixed for all cars and trucks imported into French Central Africa, whatever the country of origin may be. This has been done to assist the already promising development of automotive transportation in these territories.

## Coming Automotive Events

### OCTOBER

- 17-Nov. 1—San Francisco, Cal. Fifth Annual California Industries Exposition.
- 18-31—Salonica, Greece. First Annual Sample Fair.
- 20-30—Grand Rapids, Mich. Michigan Association of County Road Commissioners and State Highway Department Building Show.
- 21-31—Boston, American Welding Society.
- 24-Nov. 8—Shreveport, La. Auto Show at State Fair.
- 26-31—Huntington, W. Va. Ninth Annual Auto Show and Fashion Review.
- 28-30—Grand Rapids, Mich. Road Building Show.
- 29-Nov. 7—London, England. Annual Truck Show.
- 30—Miami, Tampa, Fla. National Automobile Dealers' Association meeting.

### NOVEMBER

- 6—New Orleans, La. National Automobile Dealers' Association, Sales Congress.
- 7-15—Sao Paulo, Brazil. Automotive Exposition.
- 9-10—Chicago, Ill. Society of Automotive Engineers, service engineering meeting. Hotel La Salle.
- 9-10—Chicago, Ill. service engineering meeting, S. A. E., Hotel La Salle.
- 9-14—Chicago. Convention and Show, Automobile Equipment Association, Coliseum.
- 9-14—San Francisco, Cal. All-Western Road Show.
- 11-12—Washington, D. C. meeting rooms, Department of Commerce, Motor Truck Industries.
- 12-13—Des Moines, Iowa. Iowa Automotive Merchants' Association Convention.
- 13-14—Philadelphia. Society of Automotive Engineers, automotive transportation meeting. Benjamin Franklin Hotel.
- 15-21—New York City. Automobile Salon, Inc. Twenty-first Annual Automobile Salon. Hotel Commodore.
- 16-18—Chicago, Ill. National Standard Parts Association Show.
- 16-21—Detroit, Mich. First National Motor Bus Show.
- 17-19—St. Louis, Mo. National Tire Dealers' Association Convention.
- 26—Los Angeles, Cal. A. A. A. 250-mile race.
- 26-Dec. 6—Berlin, Germany. Annual Automobile Show in the Kaiserdamm.
- Waterbury, Conn. Waterbury Automotive Dealers' Association, annual auto show. Date not set.
- Columbus, Ohio. Columbus Automobile Dealers' Association, Motor Hall show. Date not set.

### DECEMBER

- 1-8—Pernambuco, Brazil. Good Roads Conference.
- 2-4—Washington, D. C. Fifth Annual Meeting of Highway Research Board.
- 5-16—Brussels, Belgium. Annual Automobile Show.

### JANUARY

- 9-16—Philadelphia Pa. Philadelphia Automobile Show.
- 9-17—Milwaukee, Wis. Eighteenth Annual Automobile Show.
- 11—Chicago. American Road Builders' Association Annual Convention.
- 11-13—New York City. Second World Motor Congress for Foreign Automotive Officials.
- 11-16—New York City. National Automobile Show.
- 14—New York City. Society of Automotive Engineers, annual dinner. Hotel Astor.
- 16-23—Newark, N. J. Nineteenth Annual Newark Automobile Show.
- 16-23—Philadelphia. Twenty-fifth Annual Automobile Show.
- 16-23—Cincinnati, Ohio. Automobile Show.
- 16-23—Milwaukee, Wis. Automobile Show.
- 24-29—Detroit, Mich. Society of Automotive Engineers, annual meeting.
- 23-30—Cleveland, Ohio. Automobile Show.
- 23-30—Baltimore, Md. Twentieth Annual Automobile Show.
- 23-30—Detroit, Mich. Twenty-fifth Annual Automobile Show.
- 26—American Road Builders' Association, Good Roads Week.
- 27-30—Scranton, Pa. Scranton Motor Trades Association Auto Show.
- 27—Detroit, Mich. Michigan Automotive Trades Association Sixth Annual Convention.
- 27—Detroit, Mich. Sixth Annual Convention.
- 30-Feb. 6—Chicago. Eleventh Annual Chicago Automobile Salon.
- 30-Feb. 6—Washington, D. C. Automobile Show.

### FEBRUARY

- 1-6—Chicago. Chicago National Show.

# Financial News of the Automotive Industry

## GOODRICH TO EARN OVER \$17 A SHARE

### Substantial Reserve Account Built Up—Surplus Is Increased

**A**KRON, Oct. 29.—Like other tire and rubber companies, the B. F. Goodrich Company is enjoying one of the best years since the deflation period of 1919-1920. Earnings are expected to exceed \$17 a share on the 610,400 common shares outstanding, compared with \$12.26 in 1924 and \$25.09 in 1919, when tire prices were about 50 per cent. higher than now.

Profiting by the lesson learned in the depression which engulfed all manufacturers after the collapse of prices in 1920, Goodrich directors have been conservative and not until July, 1925, did they deem it advisable to institute common dividends. At that time a quarterly payment of \$1 was declared.

Another precaution which has been taken against a slump in the industry has been the building up of a reserve account. The balance sheet as of June 30, this year, showed this item at \$3,330,102, compared with \$1,319,638 on June 30, 1924, an increase of \$1,010,464. Surplus has been increased \$10,514,770 to \$26,790,342.

For the ten years ended December 31, 1924, net income was equal to an annual average of \$4.10 a share on the common stock. On June 30, last, current assets totaled \$51,090,126 and current liabilities \$7,486,064, leaving net working capital of \$43,604,062.

While production schedule for tires recently was curtailed owing to the abolishment of the "spring dating" system, sales of casings have been far in excess of the demand usually prevalent at this time of year. Original equipment and replacement orders for fall demand exceed official expectations.

In an effort to further reduce operating costs, Goodrich is building a warehouse at an estimated figure of \$2,000,000, which will eliminate heavy rentals being paid.

## Reo in a Strong Earning Position

New York, Oct. 29.—It is estimated by Dow, Jones & Co. that Reo Motor earned close to \$3 a share on its 2,000,000 shares in the year ended August 31, 1925. The company occupies a unique position in the industry as a manufacturer of both commercial vehicles and passenger automobiles.

Production has been running at a rate of upwards of 30,000 vehicles a year, about equally divided as between the two types, although the larger part of current output of 150 vehicles a day is devoted to commercial types. The company's importance as a motor bus manufacturer is indicated by its output of more than 200 vehicles of this type monthly. Shareholders have been liberally dealt with. The last dividend was 30 cents extra in addition to the regular quarterly payment of 20 cents.

### NEW SALES RECORD

White Plains, N. Y., Oct. 29.—Arthur H. Elmer, sales manager of the M-E Motors, Inc., of this city, central Westchester distributor for the Franklin car, reports last week sales as being the largest in the history of the company, both in new and used cars.

## RANGE OF AUTO MOTIVE STOCKS

NEW YORK STOCK EXCHANGE									
Previous, 1925	High	Low	Div.	Sales	High	Low	Close	Change	
29 1/2	47 1/2	47 1/2	3	Advance Rumely	400	18 1/2	18 1/2	+	1/2
15 1/2	10	10	1	Advance Rumely pf.	200	60	60	+	1/2
95 1/2	71 1/2	71 1/2	6	Ajax Rubber	2,100	31 1/2	31 1/2	+	1/2
54 1/2	28 1/2	28 1/2	1	Allis-Chalmers	800	30 1/2	30 1/2	+	1/2
2 1/2	1 1/2	1 1/2	1	Am. Bosch Magneto	1,100	35 1/2	35 1/2	+	1/2
14 1/2	11 1/2	11 1/2	1	Am. Bosch Mag. ris.	1,600	1 1/2	1 1/2	+	1/2
48 1/2	27 1/2	27 1/2	1.50	Am-La France	2,100	14 1/2	14 1/2	+	1/2
62 1/2	27 1/2	27 1/2	3	Briggs Motor Co.	15,800	31 1/2	31 1/2	+	1/2
55 1/2	44 1/2	44 1/2	4	Chandler Motor	8,700	41 1/2	41 1/2	+	1/2
223 1/2	108 1/2	108 1/2	8	Chicago Yellow Cab	180	51 1/2	51 1/2	+	1/2
110 1/2	100 1/2	100 1/2	8	Chrysler Motor	40,200	231 1/2	231 1/2	+	11 1/2
46 1/2	21 1/2	21 1/2	.80	Chrysler Motor pf. A.	1,000	110 1/2	110 1/2	+	1/2
91 1/2	72 1/2	72 1/2	4	Continental Motors	11,800	12 1/2	12 1/2	+	1/2
71 1/2	60 1/2	60 1/2	4	Dodge Bros. A.	23,900	46 1/2	46 1/2	+	1/2
5 1/2	1 1/2	1 1/2	1	Dodge Bros. pf.	7,000	58 1/2	58 1/2	+	1/2
26 1/2	8 1/2	8 1/2	1	Electric Star Battery	1,000	74 1/2	74 1/2	+	1/2
120 1/2	68 1/2	68 1/2	5	Emerson-Brant	900	3 1/2	3 1/2	+	1/2
114 1/2	75 1/2	75 1/2	2.50	Emerson-Brant pf.	100	15 1/2	15 1/2	+	1/2
138 1/2	84 1/2	84 1/2	7b	Fisher Body	10,300	118 1/2	118 1/2	+	1/2
114 1/2	101 1/2	101 1/2	7	Flint Rubber	8,700	26 1/2	26 1/2	+	1/2
70 1/2	36 1/2	36 1/2	1	Flint Rubber pf.	1,000	108 1/2	108 1/2	+	1/2
100 1/2	92 1/2	92 1/2	7	Gabriel Snubber	2,400	10 1/2	10 1/2	+	1/2
112 1/2	86 1/2	86 1/2	7	Gardner Motors	200	10 1/2	10 1/2	+	1/2
108 1/2	103 1/2	103 1/2	3.50b	General Motors	65,000	138 1/2	138 1/2	+	3 1/2
106 1/2	33 1/2	33 1/2	3	General Motors 7s pf.	500	112 1/2	112 1/2	+	1/2
26 1/2	12 1/2	12 1/2	1	Glidden Co.	3,200	25 1/2	25 1/2	+	1/2
100 1/2	92 1/2	92 1/2	7	Goodrich Tire	6,600	70 1/2	70 1/2	+	1/2
108 1/2	103 1/2	103 1/2	3.50b	Goodrich Tire pf.	400	100 1/2	100 1/2	+	1/2
106 1/2	33 1/2	33 1/2	3	Goodyear Tire pf.	1,200	112 1/2	112 1/2	+	1/2
26 1/2	12 1/2	12 1/2	1	Goodyear Tire prior pf.	800	107 1/2	107 1/2	+	1/2
100 1/2	92 1/2	92 1/2	7	Hayes Wheel	6,300	47 1/2	46 1/2	+	1/2
108 1/2	103 1/2	103 1/2	3.50b	Hudson Motor	26,700	104 1/2	99 1/2	+	1 1/2
106 1/2	33 1/2	33 1/2	3	Hupp Motor	8,000	24 1/2	24 1/2	+	1/2
26 1/2	12 1/2	12 1/2	1	Indian Motorcycle	1,000	21 1/2	21 1/2	+	1/2
100 1/2	92 1/2	92 1/2	7	Jordan Motor Car	16,600	56 1/2	52 1/2	+	1 1/2
114 1/2	87 1/2	87 1/2	6	Kelly-Springfield	400	16 1/2	16 1/2	+	1/2
108 1/2	103 1/2	103 1/2	3.50b	Kelsey Wheel	100	109 1/2	109 1/2	+	1/2
106 1/2	33 1/2	33 1/2	3	Keystone Tire	600	2 1/2	2 1/2	+	1/2
26 1/2	12 1/2	12 1/2	1	Leo Rubber & Tire	17,800	22 1/2	15 1/2	+	1 1/2
100 1/2	92 1/2	92 1/2	7	Mack Trucks	200	111 1/2	111 1/2	+	1/2
108 1/2	103 1/2	103 1/2	3.50b	Mack Trucks 1st pf.	200	111 1/2	111 1/2	+	1/2
106 1/2	33 1/2	33 1/2	3	Moore Motors	7,100	40 1/2	39 1/2	+	1/2
26 1/2	12 1/2	12 1/2	1	Motometer A.	2,900	42 1/2	42 1/2	+	1/2
100 1/2	92 1/2	92 1/2	7	Motor Wheel	2,100	32 1/2	33 1/2	+	1/2
108 1/2	103 1/2	103 1/2	3.50b	Mullins Body	600	17 1/2	17 1/2	+	1/2
106 1/2	33 1/2	33 1/2	3	Murray Body	3,800	21 1/2	21 1/2	+	1/2
26 1/2	12 1/2	12 1/2	1	Nash Motor	200	46 1/2	46 1/2	+	1/2
100 1/2	92 1/2	92 1/2	7	Packard Motor Car	63,400	47 1/2	46 1/2	+	1/2
108 1/2	103 1/2	103 1/2	3.50b	Paige-Detroit Motor	28,500	31 1/2	30 1/2	+	1/2
106 1/2	33 1/2	33 1/2	3	Pierce-Arrow	20,500	43 1/2	42 1/2	+	1/2
26 1/2	12 1/2	12 1/2	1	Pierce-Arrow pf.	1,700	91 1/2	90 1/2	+	1/2
100 1/2	92 1/2	92 1/2	7	Reynolds Spring	700	10 1/2	10 1/2	+	1/2
108 1/2	103 1/2	103 1/2	3.50b	Spicer & Co.	3,800	21 1/2	21 1/2	+	1/2
106 1/2	33 1/2	33 1/2	3	Stewart-Warner Speed	2,200	82 1/2	81 1/2	+	1/2
26 1/2	12 1/2	12 1/2	1	Stromberg Carburetor	600	88 1/2	87 1/2	+	1/2
100 1/2	92 1/2	92 1/2	7	Studebaker	43,400	64 1/2	63 1/2	+	1/2
108 1/2	103 1/2	103 1/2	3.50b	Timken Roller Bear.	4,800	55 1/2	53 1/2	+	1/2
106 1/2	33 1/2	33 1/2	3	U. S. Rubber	19,200	77 1/2	79 1/2	+	1/2
26 1/2	12 1/2	12 1/2	1	U. S. Rubber 1st pf.	1,900	106 1/2	106 1/2	+	1/2
100 1/2	92 1/2	92 1/2	7	White Motor	23,400	96 1/2	94 1/2	+	1/2
108 1/2	103 1/2	103 1/2	3.50b	Willys-Overland	55,400	31 1/2	30 1/2	+	1/2
106 1/2	33 1/2	33 1/2	3	Willys-Overland pf.	100	111 1/2	111 1/2	+	1/2
26 1/2	12 1/2	12 1/2	1	Yellow T. & C.	1,200	30 1/2	29 1/2	+	1/2
100 1/2	92 1/2	92 1/2	7	Yellow T. & C.	3,200	34 1/2	32 1/2	+	1/2
108 1/2	103 1/2	103 1/2	3.50b	Yellow Taxi, New York	1,800	12 1/2	12 1/2	+	1/2

NEW YORK CURB MARKET									
Previous, 1925	High	Low	Div.	Sales	High	Low	Close	Change	
20 1/2	18 1/2	18 1/2	1.50	Aero Supply A.	100	20 1/2	20 1/2	+	1/2
40 1/2	38 1/2	38 1/2	3	Auburn Auto	100	48 1/2	48 1/2	+	1/2
100 1/2	92 1/2	92 1/2	7	Cleveland Auto	400	25 1/2	24 1/2	+	1/2
21 1/2	18 1/2	18 1/2	1.50	Cleveland Auto pf.	230	101 1/2	101 1/2	+	1/2
78 1/2	67 1/2	67 1/2	6	Durand Motor	2,000	14 1/2	14 1/2	+	1/2
15 1/2	13 1/2	13 1/2	1	Electric Auto-Lite	100	7 1/2	7 1/2	+	1/2
42 1/2	30 1/2	30 1/2	1.20	Federal Motor Trucks	2,100	45 1/2	42 1/2	+	1/2
69 1/2	46 1/2	46 1/2	10	Ford Motor of Canada	150	62 1/2	63 1/2	+	1/2
72 1/2	61 1/2	61 1/2	6	Goodyear Tire	15,000	47 1/2	46 1/2	+	1/2
16 1/2	14 1/2	14 1/2	1	Goodyear Rubber	700	65 1/2	64 1/2	+	1/2
246 1/2	145 1/2	145 1/2	6	Intercon Rubber	1,700	14 1/2	14 1/2	+	1/2
50 1/2	44 1/2	44 1/2	1.65	Miller Rubber	80	22 1/2	22 1/2	+	1/2
137 1/2	127 1/2	127 1/2	4 1/2	Miller Rubber w. l.	200	46 1/2	46 1/2	+	1/2
9 1/2	7 1/2	7 1/2	1	Reo Motor	8,100	25 1/2	24 1/2	+	1/2
15 1/2	13 1/2	13 1/2	1	Republic M. Truck ctf.	5,500	12 1/2	12 1/2	+	1/2
12 1/2	10 1/2	10 1/2	1	Rickshaw	1,500	8 1/2	8 1/2	+	1/2
22 1/2	19 1/2	19 1/2	1	Stutz Motors	1,500	17 1/2	17 1/2	+	1/2
22 1/2	19 1/2	19 1/2	1	U. S. Rubber Recl.	100	11 1/2	11 1/2	+	1/2
22 1/2	19 1/2	19 1/2	1	Yellow Taxi, New York	1,800	12 1/2	12 1/2	+	1/2

BOSTON									
Previous, 1925	High	Low	Div.	Sales	High	Low	Close	Change	
200	180	180	66	300	180	180	180	+	1/2
5200	4800	4800	51 1/2	4400	4800	4800	4800	+	1/2
225	200	200	35 1/2	310	200	200	200	+	1/2
200	180	180	13 1/2	10035	180	180	180	+	1/2
575	520	520	24 1/2	2975	520	520	520	+	1/2
1600	1400	1400	25 1/2	10014	1400	1400	1400	+	1/2
3400	3000	3000	82 1/2	425	3000	3000	3000	+	1/2
400	350	350	51 1/2	450	350	350	350	+	1/2
400	350	350	9 1/2	450	350	350	350	+	1/2
200	180	180	9 1/2	450	350	350	350	+	1/2

(The above table shows Wednesday's stock movement, complete.)

## Current Commodity Prices

STEEL PRODUCTS	
Semi-Finished—Gross Tons	
Billets, re-rolling	\$33.50a\$25.00
Billets, forging	40.00a42.00
Steel bars (hot rolled)	1.90a 2.00
Plates (hot rolled)	1.60a 1.70
Blue annealed sheets	2.25a 2.30
Black sheets	2.10a 2.20
Auto body	4.35a 4.40
Band	2.40a 2.50
Cold rolled strip	2.75a 2.80
Hot rolled strip	2.20a 2.30
Pig Iron, Basic—	
Valleys	19.50a20.00
Eastern Pennsylvania	21.50a22.00
IRON AND STEEL SCRAP	
(Buying prices, f. o. b. New York.)	
Heavy melting steel	\$12.00a13.00
Machine shop turnings	9.50a10.00
Cast iron borings	9.50a10.00
No. 1 cast scrap	16.00a17.00
MILL PRODUCTS	
Base prices, cents per pound, f. o. b. mill.	
High brass sheets	19 1/2a
Copper, in rolls	21 1/2a
Inc. spot, New York	8.95 a9.00
Lead, spot, New York	9.50 a9.60
Light brass	28.00a29.00
SEAMLESS TUBING	
High brass	\$24.00
Copper	\$25.00
RODS	
High brass (round & to 2 1/2 in.)	17 1/2a
Copper rods, round	22 1/2a
OLD METALS	
Following are dealers' buying and selling prices for large quantities f. o. b. New York.	
Bar, New York	9 1/2a 9 1/2
Bar, Philadelphia	9 1/2a 9 1/2
Bar, New Orleans	9 1/2a 9 1/2
Bar, St. Louis	9 1/2a 9 1/2
Bar, Chicago	9 1/2a 9 1/2
Bar, Cincinnati	9 1/2a 9 1/2
Bar, St. Paul	9 1/2a 9 1/2
Bar, Portland	9 1/2a 9 1/2
Bar, San Francisco	9 1/2a 9 1/2
Bar, Seattle	9 1/2a 9 1/2
Bar, Tacoma	9 1/2a 9 1/2
Bar, Vancouver	9 1/2a 9 1/2
Bar, Victoria	9 1/2a 9 1/2
Bar, Yokohama	9 1/2a 9 1/2
Bar, Kobe	9 1/2a 9 1/2
Bar, Osaka	9 1/2a 9 1/2
Bar, Manila	9 1/2a 9 1/2
Bar, Cebu	9 1/2a 9 1/2
Bar, Batavia	9 1/2a 9 1/2
Bar, Singapore	9 1/2a 9 1/2
Bar, Hong Kong	9 1/2a 9 1/2
Bar, Shanghai	9 1/2a 9 1/2
Bar, Tientsin	9 1/2a 9 1/2
Bar, Hankow	9 1/2a 9 1/2
Bar, Peking	9 1/2a 9 1/2
Bar, Nanking	9 1/2a 9 1/2
Bar, Soochow	9 1/2a 9 1/2
Bar, Suzhou	9 1/2a 9 1/2
Bar, Hangzhou	9 1/2a 9 1/2
Bar, Ningbo	9 1/2a 9 1/2
Bar, Shaoxing	9 1/2a 9 1/2
Bar, Wuxi	9 1/2a 9 1/2
Bar, Zhenjiang	9 1/2a 9 1/2
Bar, Yangzhou	9 1/2a 9 1/2
Bar, Nanjing	9 1/2a 9 1/2
Bar, Beijing	9 1/2a 9 1/2
Bar, Tianjin	9 1/2a 9 1/2
Bar, Jinan	9 1/2a 9 1/2
Bar, Zhengzhou	9 1/2a 9 1/2
Bar, Xuzhou	9 1/2a 9 1/2
Bar, Hefei	9 1/2a 9 1/2
Bar, Wuhu	9 1/2a 9 1/2
Bar, Anqing	9 1/2a 9 1/2
Bar, Chongqing	9 1/2a 9 1/2
Bar, Kunming	9 1/2a 9 1/2
Bar, Guiyang	9 1/2a 9 1/2
Bar, Lanzhou	9 1/2a 9 1/2
Bar, Urumqi	9 1/2a 9 1/2
Bar, Lhasa	9 1/2a 9 1/2
Bar, Nalae	9 1/2a 9 1/2
Bar, Thimphu	9 1/2a 9 1/2
Bar, Bhanu	9 1/2a 9 1/2
Bar, Phuoc Ninh	9 1/2a 9 1/2
Bar, Vinh	9 1/2a 9 1/2
Bar, Thanh Hoa	9 1/2a 9 1/2
Bar, Haiphong	9 1/2a 9 1/2
Bar, Hanoi	9 1/2a 9 1/2
Bar, Saigon	9 1/2a 9 1/2
Bar, Bangkok	9 1/2a 9 1/2
Bar, Manila	9 1/2a 9 1/2
Bar, Cebu	9 1/2a 9 1/2
Bar, Batavia	9 1/2a 9 1/2
Bar, Singapore	9 1/2a 9 1/2
Bar, Hong Kong	9 1/2a 9 1/2
Bar, Shanghai	9 1/2a 9 1/2
Bar, Tientsin	9 1/2a 9 1/2
Bar, Hankow	9 1/2a 9 1/2
Bar, Peking	9 1/2a 9 1/2
Bar, Nanking	9 1/2a 9 1/2
Bar, Soochow	9 1/2a 9 1/2
Bar, Suzhou	9 1/2a 9 1/2
Bar, Hangzhou	9 1/2a 9 1/2
Bar, Ningbo	9 1/2a 9 1/2
Bar, Shaoxing	9 1/2a 9 1/2
Bar, Wuxi	9 1/2a 9 1/2
Bar, Zhenjiang	9 1/2a 9 1/2
Bar, Yangzhou	9 1/2a 9 1/2
Bar, Nanjing	9 1/2a 9 1/2
Bar, Beijing	9 1/2a 9 1/2
Bar, Tianjin	9 1/2a 9 1/2
Bar, Jinan	9 1/2a 9 1/2
Bar, Zhengzhou	9 1/2a 9 1/2
Bar, Xuzhou	9 1/2a 9 1/2
Bar, Hefei	9 1/2a 9 1/2
Bar, Wuhu	9 1/2a 9 1/2
Bar, Anqing	9 1/2a 9 1/2
Bar, Chongqing	9 1/2a 9 1/2
Bar, Kunming	9 1/2a 9 1/2
Bar, Guiyang	9 1/2a 9 1/2
Bar, Lanzhou	9 1/2a 9 1/2
Bar, Urumqi	9 1/2a 9 1/2
Bar, Lhasa	9 1/2a 9 1/2
Bar, Nalae	9 1/2a 9 1/2
Bar, Thimphu	9 1/2a 9 1/2
Bar, Bhanu	9 1/2a 9 1/2
Bar, Phuoc Ninh	9 1/2a 9 1/2
Bar, Vinh	9 1/2a 9 1/2
Bar, Thanh Hoa	9 1/2a 9 1/2
Bar, Haiphong	9 1/2a 9 1/2
Bar, Hanoi	9 1/2a 9 1/2
Bar, Saigon	9 1/2a 9 1/2
Bar, Bangkok	9 1/2a 9 1/2
Bar, Manila	9 1/2a 9 1/2
Bar, Cebu	9 1/2a 9 1/2
Bar, Batavia	9 1/2a 9 1/2
Bar, Singapore	9 1/2a 9 1/2
Bar, Hong Kong	9 1/2a 9 1/2
Bar, Shanghai	9 1/2a 9 1/2
Bar, Tientsin	9 1/2a 9 1/2
Bar, Hankow	9 1/2a 9 1/2
Bar, Peking	9 1/2a 9 1/2
Bar, Nanking	9 1/2a 9 1/2
Bar, Soochow	9 1/2a 9 1/2
Bar, Suzhou	9 1/2a 9 1/2
Bar, Hangzhou	9 1/2a 9 1/2
Bar, Ningbo	9 1/2a 9 1/2
Bar, Shaoxing	9 1/2a 9 1/2
Bar, Wuxi	9 1/2a 9 1/2
Bar, Zhenjiang	9 1/2a 9 1/2
Bar, Yangzhou	9 1/2a 9 1/2
Bar, Nanjing	9 1/2a 9 1/2
Bar, Beijing	9 1/2a 9 1/2
Bar, Tianjin	9 1/2a 9 1/2
Bar, Jinan	9 1/2a 9 1/2
Bar, Zhengzhou	9 1/2a 9 1/2
Bar, Xuzhou	9 1/2a 9 1/2
Bar, Hefei	9 1/2a 9 1/2
Bar, Wuhu	9 1/2a 9 1/2
Bar, Anqing	9 1/2a 9 1/2
Bar, Chongqing	9 1/2a 9 1/2
Bar, Kunming	9 1/2a 9 1/2
Bar, Guiyang	9 1/2a 9 1/2
Bar, Lanzhou	9 1/2a 9 1/2
Bar, Urumqi	9 1/2a 9 1/2
Bar, Lhasa	9 1/2a 9 1/2
Bar, Nalae	9 1/2a 9 1/2
Bar, Thimphu	9 1/2a 9 1/2
Bar, Bhanu	9 1/2a 9 1/2
Bar, Phuoc Ninh	9 1/2a 9 1/2
Bar, Vinh	9 1/2a 9 1/2
Bar, Thanh Hoa	9 1/2a 9 1/2
Bar, Haiphong	9 1/2a 9 1/2
Bar, Hanoi	9 1/2a 9 1/2
Bar, Saigon	9 1/2a 9 1/2
Bar, Bangkok	9 1/2a 9 1/2
Bar, Manila	9 1/2a 9 1/2
Bar, Cebu	9 1/2a 9 1/2
Bar, Batavia	9 1/2a 9 1/2
Bar, Singapore	9 1/2a 9 1/2
Bar, Hong Kong	9 1/2a 9 1/2
Bar, Shanghai	9 1/2a 9 1/2
Bar, Tientsin	9 1/2a 9 1/2
Bar, Hankow	9 1/2a 9 1/2
Bar, Peking	9 1/2a 9 1/2
Bar, Nanking	9 1/2a 9 1/2
Bar, Soochow	9 1/2a 9 1/2
Bar, Suzhou	9 1/2a 9 1/2
Bar, Hangzhou	9 1/2a 9 1/2
Bar, Ningbo	9 1/2a 9 1/2
Bar, Shaoxing	9 1/2a 9 1/2
Bar, Wuxi	9 1/2a 9 1/2
Bar, Zhenjiang	9 1/2a 9 1/2
Bar, Yangzhou	9 1/2a 9 1/2
Bar, Nanjing	9 1/2a 9 1/2
Bar, Beijing	9 1/2a 9 1/2
Bar, Tianjin	9 1/2a 9 1/2
Bar, Jinan	9 1/2a 9 1/2
Bar, Zhengzhou	9 1/2a 9 1/2
Bar, Xuzhou	9 1/2a 9 1/2
Bar, Hefei	9 1/2a 9 1/2
Bar, Wuhu	9 1/2a 9 1/2
Bar, Anqing	9 1/2a 9 1/2
Bar, Chongqing	9 1/2a 9 1/2
Bar, Kunming	9 1/2a 9 1/2
Bar, Guiyang	9 1/2a 9 1/2
Bar, Lanzhou	9 1/2a 9 1/2
Bar, Urumqi	9 1/2a 9 1/2
Bar, Lhasa	9 1/2a 9 1/2
Bar, Nalae	9 1/2a 9 1/2
Bar, Thimphu	9 1/2a 9 1/2
Bar, Bhanu	9 1/2a 9 1/2
Bar, Phuoc Ninh	9 1/2a 9 1/2
Bar, Vinh	9 1/2a 9 1/2
Bar, Thanh Hoa	9 1/2a 9 1/2
Bar, Haiphong	9 1/2a 9 1/2
Bar, Hanoi	9 1/2a 9 1/2
Bar, Saigon	9 1/2a 9 1/2
Bar, Bangkok	9 1/2a 9 1/2
Bar, Manila	9 1/2a 9 1/2
Bar, Cebu	9 1/2a 9 1/2
Bar, Batavia	9 1/2a 9 1/2
Bar, Singapore	9 1/2a 9 1/2
Bar, Hong Kong	9 1/2a 9 1/2
Bar, Shanghai	9 1/2a 9 1/2
Bar, Tientsin	9 1/2a 9 1/2
Bar, Hankow	9 1/2a 9 1/2
Bar, Peking	9 1/2a 9 1/2
Bar, Nanking	9 1/2a 9 1/2
Bar, Soochow	9 1/2a 9 1/2
Bar, Suzhou	9 1/2a 9 1/2
Bar, Hangzhou	9 1/2a 9 1/2
Bar, Ningbo	9 1/2a 9 1/2
Bar, Shaoxing	9 1/2a 9 1/2
Bar, Wuxi	9 1/2a 9 1/2
Bar, Zhenjiang	9 1/2a 9 1/2
Bar, Yangzhou	9 1/2a 9 1/2
Bar, Nanjing	9 1/2a 9 1/2
Bar, Beijing	9 1/2a 9 1/2
Bar, Tianjin	9 1/2a 9 1/2
Bar, Jinan	9 1/2a 9 1/2
Bar, Zhengzhou	9 1/2a 9 1/2
Bar, Xuzhou	9 1/2a 9 1/2
Bar, Hefei	9 1/2a 9 1/2
Bar, Wuhu	9 1/2a 9 1/2
Bar, Anqing	9 1/2a 9 1/2
Bar, Chongqing	9 1/2a 9 1/2
Bar, Kunming	9 1/2a 9 1/2
Bar, Guiyang	9 1/2a 9 1/2
Bar, Lanzhou	9 1/2a 9 1/2
Bar, Urumqi	9 1/2a 9 1/2
Bar, Lhasa	9 1/2a 9 1/2
Bar, Nalae	9 1/2a 9 1/2
Bar, Thimphu	9 1/2a 9 1/2
Bar, Bhanu	9 1/2a 9 1/2
Bar, Phuoc Ninh	9 1/2a 9 1/2
Bar, Vinh	9 1/2a 9 1/2
Bar, Thanh Hoa	9 1/2a 9 1/2
Bar, Haiphong	9 1/2a 9 1/2
Bar, Hanoi	9 1/2a 9 1/2
Bar, Saigon	9 1/2a 9 1/2
Bar, Bangkok	9 1/2a 9 1/2
Bar, Manila	9 1/2a 9 1/2
Bar, Cebu	9 1/2a 9 1/2
Bar, Batavia	9 1/2a 9 1/2
Bar, Singapore	9 1/2a 9 1/2
Bar, Hong Kong	9 1/2a 9 1/2
Bar, Shanghai	9 1/2a 9 1/2
Bar, Tientsin	9 1/2a 9 1/2
Bar, Hankow	9 1/2a 9 1/2
Bar, Peking	9 1/2a 9 1/2
Bar, Nanking	9 1/2a 9 1/2
Bar, Soochow	9 1/2a 9 1/2
Bar, Suzhou	9 1/2a 9 1/2
Bar, Hangzhou	9 1/2a 9 1/2
Bar, Ningbo	9 1/2a 9 1/2
Bar, Shaoxing	9 1/2a 9 1/2
Bar, Wuxi	9 1/2a 9 1/2
Bar, Zhenjiang	9 1/2a 9 1/2
Bar, Yangzhou	9 1/2a 9 1/2
Bar, Nanjing	9 1/2a 9 1/2
Bar, Beijing	9 1/2a 9 1/2
Bar, Tianjin	9 1/2a 9 1/2
Bar, Jinan	9 1/2a 9 1/2
Bar, Zhengzhou	9 1/2a 9 1/2
Bar, Xuzhou	9 1/2a 9 1/2
Bar, Hefei	9 1/2a 9 1/2
Bar, Wuhu	9 1/2a 9 1/2
Bar, Anqing	9 1/2a 9 1/2
Bar, Chongqing	9 1/2a 9 1/2
Bar, Kunming	9 1/2a 9 1/2
Bar, Guiyang	9 1/2a 9 1/2
Bar, Lanzhou	9 1/2a 9 1/2
Bar, Urumqi	9 1/2a 9 1/2
Bar, Lhasa	9 1/2a 9 1/2
Bar, Nalae	9 1/2a 9 1/2
Bar, Thimphu	9 1/2a 9 1/2
Bar, Bhanu	9 1/2a 9 1/2
Bar, Phuoc Ninh	9 1/2a 9 1/2
Bar, Vinh	9 1/2a 9 1/2
Bar, Thanh Hoa	9 1/2a 9 1/2
Bar, Haiphong	9 1/2a 9 1/2
Bar, Hanoi	9 1/2a 9 1/2
Bar, Saigon	9 1/2a 9 1/2
Bar, Bangkok	9 1/2a 9 1/2
Bar, Manila	9 1/2a 9 1/2
Bar, Cebu	9 1/2a 9 1/2
Bar, Batavia	9 1/2a 9 1/2
Bar, Singapore	9 1/2a 9 1/2
Bar, Hong Kong	9 1/2a 9 1/2
Bar, Shanghai	9 1/2a 9 1/2
Bar, Tientsin	9 1/2a 9 1/2
Bar, Hankow	9 1/2a 9 1/2
Bar, Peking	9 1/2a 9 1/2
Bar, Nanking	9 1/2a 9 1/2
Bar, Soochow	9 1/2a 9 1/2
Bar, Suzhou	9 1/2a 9 1/2
Bar, Hangzhou	9 1/2a 9 1/2
Bar, Ningbo	9 1/2a 9 1/2
Bar, Shaoxing	9 1/2a 9 1/2
Bar, Wuxi	9 1/2a 9 1/2
Bar, Zhenjiang	9 1/2a 9 1/2
Bar, Yangzhou	9 1/2a 9 1/2
Bar, Nanjing	9 1/2a 9 1/2
Bar, Beijing	9 1/2a 9 1/2
Bar, Tianjin	9 1/2a 9 1/2
Bar, Jinan	9 1/2a 9 1/2
Bar, Zhengzhou	9 1/2a 9 1/2
Bar, Xuzhou	9 1/2a 9 1/2
Bar, Hefei	9 1/2a 9 1/2
Bar, Wuhu	9 1/2a 9 1/2
Bar, Anqing	9 1/2a 9 1/2
Bar, Chongqing	9 1/2a 9 1/2
Bar, Kunming	9 1/2a 9 1/2
Bar, Guiyang	9 1/2a 9 1/2
Bar, Lanzhou	9 1/2a 9 1/2
Bar, Urumqi	9 1/2a 9 1/2
Bar, Lhasa	9 1/2a 9 1/2
Bar, Nalae	9 1/2a 9 1/2
Bar, Thimphu	9 1/2a 9 1/2
Bar, Bhanu	9 1/2a 9 1/2
Bar, Phuoc Ninh	9 1/2a 9 1/2
Bar, Vinh	9 1/2a 9 1/2
Bar, Thanh Hoa	9 1/2a 9 1/2
Bar, Haiphong	9 1/2a 9 1/2
Bar, Hanoi	9 1/2a 9 1/2
Bar, Saigon	9 1/2a 9 1/2
Bar, Bangkok	9 1/2a 9 1/2
Bar, Manila	9 1/2a 9 1/2
Bar, Cebu	9 1/2a 9 1/2
Bar, Batavia	9 1/2a 9 1/2
Bar, Singapore	9 1/2a 9 1/2
Bar, Hong Kong	9 1/2a 9 1/2
Bar, Shanghai	9 1/2a 9 1/2
Bar, Tientsin	9 1/2a 9 1/2
Bar, Hankow	9 1/2a 9 1/2
Bar, Peking	9 1/2a 9 1/2
Bar, Nanking	9 1/2a 9 1/2
Bar, Soochow	9 1/2a 9 1/2
Bar, Suzhou	9 1/2a 9 1/2
Bar, Hangzhou	9 1/2a 9 1/2
Bar, Ningbo	9 1/2a 9 1/2
Bar, Shaoxing	9 1/2a 9 1/2
Bar, Wuxi	9 1/2a 9 1/2
Bar, Zhenjiang	9 1/2a 9 1/2
Bar, Yangzhou	9 1/2a 9 1/2
Bar, Nanjing	9 1/2a 9 1/2
Bar, Beijing	9 1/2a 9 1/2
Bar, Tianjin	9 1/2a 9 1/2
Bar, Jinan	9 1/2a 9 1/2
Bar, Zhengzhou	9 1/2a 9 1/2
Bar, Xuzhou	9 1/2a 9 1/2
Bar, Hefei	9 1/2a 9 1/2
Bar, Wuhu	9 1/2a 9 1/2
Bar, Anqing	9 1/2a 9 1/2
Bar, Chongqing	9 1/2a 9 1/2
Bar, Kunming	9 1/2a 9 1/2
Bar, Guiyang	9 1/2a 9 1/2
Bar, Lanzhou	9 1/2a 9 1/2
Bar, Urumqi	9 1/2a 9 1/2
Bar, Lhasa	9 1/2a 9 1/2
Bar, Nalae	9 1/2a 9 1/2
Bar, Thimphu	9 1/2a 9 1/2
Bar, Bhanu	9 1/2a 9 1/2
Bar, Phuoc Ninh	9 1/2a 9 1/2
Bar, Vinh	9 1/2a 9 1/2
Bar, Thanh Hoa	9 1/2a 9 1/2
Bar, Haiphong	9 1/2a 9 1/2
Bar, Hanoi	9 1/2a 9 1/2
Bar, Saigon	9 1/2a 9 1/2
Bar, Bangkok	9 1/2a 9 1/2
Bar, Manila	9 1/2a 9 1/2
Bar, Cebu	9 1/2a 9 1/2
Bar, Batavia	9 1/2a 9 1/2
Bar, Singapore	9 1/2a 9 1/2
Bar, Hong Kong	9 1/2a 9 1/2
Bar, Shanghai	9 1/2a 9 1/2
Bar, Tientsin	9 1/2a 9 1/2
Bar, Hankow	9 1/2a 9 1/2
Bar, Peking	9 1/2a 9 1/2
Bar, Nanking	9 1/2a 9 1/2
Bar, Soochow	9 1/2a 9 1/2
Bar, Suzhou	9 1/2a 9 1/2
Bar, Hangzhou	9 1/2a 9 1/2
Bar, Ningbo	9 1/2a 9 1/2
Bar, Shaoxing	9 1/2a 9 1/2
Bar, Wuxi	9 1/2a 9 1/2
Bar, Zhenjiang	9 1/2a 9 1/2
Bar, Yangzhou	9 1/2a 9 1/2
Bar, Nanjing	9 1/2a 9 1/2
Bar, Beijing	9 1/2a 9 1/2
Bar, Tianjin	9 1/2a 9 1/2</

## Claim Violation Of Patent Rights

Columbus, O., Oct. 29 (U. T. P. S.).—Suit for infringement of patent right has been filed in the United States Court at Columbus against the J. P. Gordon Company of Columbus, manufacturers of seat covers, hoods and other auto accessories, by the Durkee-Arwood Company of Minneapolis.

The plaintiff avers that the Gordon Company has infringed on its rights to "Pedal Pants," a device consisting of a protective floor mat preventing cold air from coming through the apertures where the break, clutch and gear shift are located.

## Accessory News

**TO HANDLE GLASSMOBILE**  
Columbus, O., Oct. 29 (U. T. P. S.).—C. H. Harty, sales manager of the Columbus branch of the National Tire Company, has taken the central Ohio distribution for the Glassmobile, a winter enclosure for open cars.

**K. AND N. EXPANSION**  
Alliance, O., Oct. 29.—Enlarged and remodeled, the K. and N. Company, retail accessory dealer, reopened Saturday. The firm has almost doubled its floor space, installed new fixtures and added to its window display space. It operates a chain of accessory shops in this and nearby states.

## Piston Firm in Receiver's Hands

Trenton, N. J., Oct. 29 (U. T. P. S.).—A receiver has been named for the Trenton Patent Manufacturing Company, a concern chartered to make lightweight automobile pistons. Patents said to be of doubtful value are listed among the assets. They have a book value of \$115,000.

Vice Chancellor Buchanan has declared the firm insolvent after Bayard L. Dunkle, secretary, filed a petition asking the court to administer the company's affairs. He states that he is a creditor to the amount of \$42,640 for money advanced.

## WISCONSIN AXLES

Wisconsin axles are known and recognized as standard throughout the world. Used under more than one hundred different makes of trucks, busses, coaches, railcars and tractors.

Bevel Gear, Double Reduction and Worm Drive

Full-Floating, Semi-Floating  
WISCONSIN PARTS CO., Oshkosh, Wis.

## NEW COMMERCIAL CAR REGISTRATIONS FOR WEEK ENDED OCTOBER 17, 1925

States	Acme	Autocar	Brockway	Chev- rolet	Com- merce	Diamond-T	Dodge	Dodge- Graham	Federal	Ford	Garford	G. M. C.	Inter- national	Mack	Mason	Overland	Pierce- Arrow	Reo	Republic	Ruggles	Selden	Service	Star	Sterling	Stewart	U. S.	White	Miscel- laneous	Totals	States
Arkansas				5			4	2	7	253	1	2	5	2				3	3			1					1		292	Arkansas
Kansas				12			8			19			1																40	Kansas
Louisiana				5			5		1	114		1	3														3		132	Louisiana
Maryland		2		9	1		2	3	1	55		2	2				1	6	1				1				3	3	92	Maryland
Nebraska				1				1		27						1		1									2		33	Nebraska
N. Hamp.			1						1	12		1	1					1											17	N. Hampshire
N. Carolina				6			1	9		104			1					2	2								3	1	129	N. Carolina
N. Dakota				8				1		63			5																77	N. Dakota
Oregon				2			5	3		26		3	1					3									2	3	48	Oregon
Rh. Island				3			8		1	15	1					1											2	1	33	Rhode Island
S. Carolina				1			4	1		46		1	1												1	1			56	So. Carolina
Texas		1		19			8	10	2	350			12	1				4									2	3	412	Texas
Utah				1			2	1		15		3	3																22	Utah
Wash'gton				6			4	3		26		1						1					1						44	Washington
W. Virginia				11			1	15	9	50		2	6				1	4	1	2								2		W. Virginia
Wyoming				2			2			8																			12	Wyoming

## LATEST MONTHLY NEW COMMERCIAL CAR REGISTRATIONS

The figures shown in this table are for September, except where otherwise noted, and are compiled by R. L. Polk & Co. of Detroit.

States	Acme	Autocar	Brockway	Chev- rolet	Com- merce	Diamond-T	Dodge	Dodge- Graham	Federal	Ford	Garford	G. M. C.	Inter- national	Mack	Mason	Overland	Pierce- Arrow	Reo	Republic	Ruggles	Selden	Service	Star	Sterling	Stewart	U. S.	White	Miscel- laneous	Totals	States	
Alabama							1	1		46																		1	49	Alabama	
*Arizona				9			16	7	1	53			6				4	1	2				1				1	4	105	Arizona	
Arkansas				14			7		4	329			4						1	4			1				3	3	370	Arkansas	
California	1	17		140			181	163	58	719	7	22	29	66	2	6	6	98	5	1			13	2	1		24	127	1688	California	
*Colorado				30			3	14	1	282		3	6	4			1	6	2			1				1	3	12	369	Colorado	
Con'ticut	1	1	6	13	1		56	13	14	204		8	9	21			3	2	22	1	2	1	4		3		19	15	419	Connecticut	
Delaware		2		6			1	4		86		1					1	9									2		112	Delaware	
*Florida				19			35	54	17	1069		2	41	42			6		32	4	32						12	44	1419	Florida	
Georgia				8			17	8	7	490		3	1	5			1		9				1				2	3	555	Georgia	
Idaho				22			18	7		144		1	11	2				5	4				1					1	216	Idaho	
Illinois		15		80		51	101	41	14	786	5	16	63	41			6	2	60	1			1	3	5	3	38	116	1460	Illinois	
Indiana				61			23	31	10	672		1	46	12			5		25				6			2	2	7	28	931	Indiana
Iowa				47			14	12	3	331		3	19	2	1			24					1				2	16	475	Iowa	
Kansas			1	31		1	22	9		331		1	22				2		8	2			1				3	11	445	Kansas	
Kentucky				18			21	17	1	213	1	3	17	7	1	3		13	2			2	1			4	3	13	342	Kentucky	
Louisiana				14			13	3		251		4	7	1			2		3				1					6		305	Louisiana
Maine				11			9	2		45		1	1	1					3								1		74	Maine	
Maryland	2	10	5	27	1		18	10	10	212		6	22	11			2		13	2	1	1	2	1			23	4	383	Maryland	
Mass'etts	2	26	7	53		1	99	39	17	497	2	8	28	53	11	5	9	109	1	3	1		1	5	2		40	34	1053	Massachusetts	
Michigan	2	10		117	2		78	53	63	1057		28	51	54	1	7	4	93	8	10		1	6				27	123	1796	Michigan	
Minnesota				115		1	28	22	7	491	2	4	34	7			5	2	27	2							13	5	765	Minnesota	
Missouri		1		48		3	31	31	18	547	2	16	27	17			2	2	10	1			4	5			33	38	836	Missouri	
Montana				14			13	8		197			7	3			3		6								4	4	259	Montana	
Nebraska				10			12	7	2	351		2	9	2			1		5								9	4	414	Nebraska	
N. Hamp.				6			8	6	2	76	1	2	10	2			1		9								5	5	133	N. Hampshire	
New Jersey																														New Jersey	
N. Mexico				4			10	1		73			2						2				3				1		96	New Mexico	
New York	7	46	80	231	1	12	272	87	41	1340	10	23	62	128	3	36	37	177	6	1	26		11	4	16		87	113	2857	New York	
*N. Carolina		2		4			4	41	2	322								1	5	4	2	4						32		428	N. Carolina
*N. Dakota				39			3	10	1	695			36						5									1		796	N. Dakota
*Ohio	4	2	3	65	1	1	50	32	11	928	1	9	41	39			10	6	44	6			2		2	4	67	47	1375	Ohio	
Oklahoma				17			22	12	4	719	1	5	8	10				8	3									31	1	841	Oklahoma
Oregon				21			26	8	158	2	18	3	17	1				5										16	13	288	Oregon
Pennsylv.	10	73	21	184	4	4	162	132	37	861	17	20	60	98	7	43	14	123	7		2	1	5	16	14	1	108	94	2122	Pennsylvania	
Rh. Island		4	1	8			24	4	1	79	1	2	5	6			1	1	13	2							6	10	168	Rhode Island	
S. Carolina				4			5	4		295		1	4	2					4	3				2			2	3	329	So. Carolina	
*S. Dakota				13			5	15	1	261			14														1	1	314	So. Dakota	
*Texas		1		72			22	37	5	1486	1	7	32	16			1	1	39	1		6					17	13	1757	Texas	
Utah				9			13	8		70			12	2					5				1				2	4	126	Utah	
Virginia		4		35		2	11	17	3	438	2	1	12	4			1	3	4	5	2		1				7	16	568	Virginia	
Wash'gton	1			29			32	14	1	371	2	13	11	7			4	2	14	2			4	1			13	27	548	Washington	
W. Virginia	1	11		22	1	1	32	24	12	196	1	4	23	4			3		9	3	4		1	2			13	27	373	W. Virginia	
Wisconsin				58	1	11	37	24	9	359	1		21	10			6		24				2	6	3	2	3	25	602	Wisconsin	
Wyoming				8			12	5		37			2						6				1				1	3	75	Wyoming	
Dist. of Col.		2		5			6	2		71		1	4	2				1	3	5							8	9	119	Dist. of Col.	

\*Registration for month of August.

## COLD WEATHER ACCESSORIES ARE IN BIG DEMAND

**PHILADELPHIA, Pa.,**  
Oct. 29 (U. T. P. S.).—Non-skid chains and brake lining have taken a decided upward trend in sales volume during the past week, owing partly to unsolicited demand and also to aggressive solicitation on the part of both distributors and dealers in automotive equipment.

While these two items are outstanding, there is also noticeable improvement in the selling situation with regard to radiator shutter fronts, alcohol and general anti-freeze goods and steering wheel warmers. Automatic windshield wipers and robes continue to sell well, but not as rapidly or in so large volume as a few weeks ago when the first cold snap struck the city.

Distributors and dealers, however, look for a second strong movement in these articles in a week or so. October has been an unusually cold and rainy month for Philadelphia, and this fact has greatly encouraged the trade, which is preparing at this time to push hard all winter merchandise, including Christmas gift package goods, the display material, including fancy wrappers, which already have begun to arrive in small quantities from the manufacturers.

Before another week has passed there will be a meeting of the local A. E. A. jobbers' group, who will decide on what action to take with regard to further aggressive selling of winter merchandise and holiday displays for their own windows and selling floors, as well as those of their dealers. It is believed that this Christmas season will be an unusually active one on the part of the jobbers, a considerable number of whom have been taking on new lines.

Another interesting point is that there is an increasing number of public garages paying more attention to the sale of automobile equipment, including the installation of large and small display cases for these goods in conspicuous locations on the floor.

Distributors of such equipment specialties as shock absorbers of various types report good business in both motorbus and truck fleet installations. New taxicab and bus concerns have been showing interest in types of heaters for their vehicles, both electric and exhaust.

Equipment houses handling winter enclosures, either of glass or of curtain-and-celluloid materials, report good sales and, an unusual number of inquiries, most of the latter being from those regarded as live prospects.

Battery distributors are taking many orders, and those handling both automobile and radio batteries are, in some cases, finding their facilities overtaxed. Retailers also report a lively trade.

Sales of bumpers and small fender guards, while not quite as extensive as a week or so ago, are fully up to normal, with the outlook for business in the future exceedingly bright. Bumpers are being displayed on stands in both automobile dealer service stations and in public garages to an unusual extent.

Automotive electrical equipment houses assert that business is from fair to first-class in starting and lighting apparatus, and repair departments are, in many instances, working at capacity.

The Automobile Accessories Business Association, Albert W. Stellweg, Metropolitan Auto Supply Company, president, is looking forward to an extremely active year. The election of officers and directors for the new year will be held in November. Monthly meetings are held in the Barrodd Building, and consist of both a business and a social program, speakers frequently being selected from men

## Washbowl for Autos Popular With Motorists



Special from A. D. N. Detroit Bureau  
**Detroit, Oct. 29.**—A washbowl for autos, sixty-five feet across and built of reinforced concrete, is the unique feature of a service station on Hamilton Avenue in Highland Park. The depth of water in the bowl is eleven inches at the center and four inches at the rim. The enclosing wall is two feet above the ground.

Installation of this unique system of washing automobiles has attracted much attention in the North End. It was built late in the summer and the proprietors declare that the method of washing cars made possible by the use of this system is the most efficient thus devised.

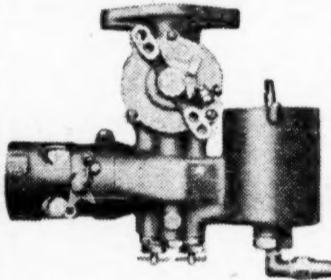
At one edge of the bowl is a

wide driveway, through which cars are driven off the street into the water. Corrugations on the floor of the bowl itself impart a succession of jerks to the car, and this action releases the water-soaked mud from the running gear, fenders and so on. The car is driven around the bowl several times until it is clean, and then moved up to a washing room at the side of the bowl opposite the driveway. Here, the mud or dust remaining on the body of the car is removed by a low-pressure stream of water.

Patent on this type of automobile laundry is held by a St. Paul, Minn., patentee. There are five installations in operation at present—two in Chicago, one in Hollywood, one in St. Paul and one in Detroit.

### New Equipment

#### JUHASZ CARBURETER



The new Juhasz carbureter is what is called the expanding type of carbureter. The operative sections of both the air and fuel passages increase with increase in the demand. This according to the makers, give ideal throttling conditions and at the same time high maximum output, because the air speed does not have to be extremely low at idling speeds (causing lack of atomization), or extremely high (causing low volumetric efficiency) under full load at high speed. With this construction complete combustion is obtained, which means, among other features, the elimination of carbon monoxide.

The claims made by the Juhasz Corporation are based on results obtained from thousands of carbureters in actual service and numberless tests, and has caused them to adopt the policy of installing them on 30 days approval.

#### PLAN NEW GARAGE

**Los Angeles, Cal., Oct. 29.**—The Santee Garage Company is planning to erect a new six-story and basement garage on their property on Santee Street between Eighth and Ninth Streets, at a cost of \$360,000. The structure will be 100 by 160 feet and will be of reinforced concrete construction.

prominent in the trade, who discuss topics of vital interest to the membership.

#### SAN ANTONIO, TEX.

**San Antonio, Tex., Oct. 29.**—The spare parts sales and accessory departments report good business in this city and throughout the Southwest. During the latter part of September business, which had taken a sharp decline, began to regain its momentum and has since continued to increase with every indication that it will round out a good year. The large sales in new and used cars have reflected a prosperity in the sales of spare parts and accessories which has given an added impetus to the trade.

### FORD SHIP BRINGS SHIPMENT OF PARTS TO PORTLAND, ORE.

**Portland, Ore., Oct. 29 (U. T. P. S.).**—A new leaf was written in Portland's automotive history today with the arrival of a cargo of 450 tons of Ford parts on the freighter Onelda at the McCormick line terminal, for it was the first shipment of automotive parts to the city by the sea and the inauguration of a new plan of transportation on the part of the Ford Motor Company.

The ship is one of the Ford fleet and brought the cargo to this port from New York, to which place the parts had been shipped from the Ford factory at Detroit.

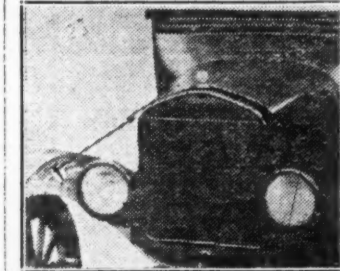
### SAYS DUST ON LENSES CAUSES GLARING LIGHTS

**Birmingham, Ala., Oct. 29 (U. T. P. S.).**—The glaring headlight question has received attention at the hands of Leroy F. Hill, secretary of the Alabama Motorists' Association, who has suggested that much of the glare is caused by dust collecting on the lenses.

Therefore, he suggests, keep the headlight clean, and this, with the added assistance of proper adjustment and the use of legal lenses, will help much.

### New Accessories

#### OAKES FENDER BRACE



The Oakes Company, Indianapolis, Ind., makers of the Oakes line of automobile locks, has brought out a fender brace for Ford cars. It is built of spring steel and is finished in black baked enamel.

The brace extends up over the radiator, and is said to prevent the fenders rattling or working loose. It is packed in a corrugated carton with full instructions for installing.

Price \$1.50.

### Service

By CLYDE JENNINGS

For a long time there was a complete disdain on the part of practical automobile men for the school trained mechanic.

Then there came a move on the part of some dealers to organize schools under the direction of the Y. M. C. A., the K. of C. and like organizations.

Still later has come the interest of practical men to interest themselves in the high school courses.

This disdain for a school trained mechanic still obtains in many places and that is a part of what is the matter with service.

Granted that the school is any good, and it will be if the practical men will take part in the formation of the course and show some interest in the instruction, the boy or man who takes this course is much better equipped to take a place in the shop than the boy or man who merely enters a shop to work and learn what he can.

There is no apprentice system in automobile repair shops, and no industry can progress without something of this kind, and the school system is the best substitute.

Granted that these school graduates are crude in handcraft practice, only long practice can make them adept in that sort of thing.

But as a rule they have been drilled in some theory, and they know better than to believe that all brake adjustment should be made at the brake drum.

Also they learn, as a rule, what sort of an operation it is to adjust the tappets on a Ford, which all mechanics trained in other shops do not learn.

Some of the best shops in the country are today gathering their new recruits from the schools. That is one thing that is going to make service better.

### CAR OPERATION COSTS SET AT 4 CENTS A MILE

**Des Moines, Ia., Oct. 29.**—Automobiles used in the state agricultural department in the last two years have been operated at a cost of less than four cents a mile, according to a report of Secretary Mark G. Thornburg to E. L. Hogue, state budget director.

"It shows that it is possible to operate cars cheaper than the seven cents a mile claimed as a minimum in some departments," Mr. Thornburg said.

Since July 4, 1923, the machines have covered 630,203 miles, before replacement. The actual cost was 3.95 cents, distributed as depreciation, .89 cent; oil, .27 cents; gas, 1.17 cents; tires and tubes, .33 cent; repairs, .87 cent, and storage, .44 cent.

### MONTREAL'S TOURIST SEASON SETS RECORD

**Montreal, Oct. 29.**—Montreal's share of the 1925 tourist business from the United States is the largest that has yet come to the city, declared officials of the Montreal Tourist and Convention Bureau in an interview recently.

Two hundred and thirty-seven thousand automobiles from south of the border entered Montreal between the opening of the tourist season early in the spring and October 10, it was stated.

#### IN NEW HANDS

**Portland, Ore., Oct. 29 (U. T. P. S.).**—The Pacific Automotive Service, Inc., of Portland has been purchased by Charles H. Mead and Clayton A. Sharp, and will hereafter distribute a number of well known accessories, including the Gabriel snubber line.

The new firm will be known as the Gabriel Snubber Sales and Service-Mead & Sharp.

## Frisco Reports Big Fall Rush in Auto Paint Jobs

**San Francisco, Oct. 29 (U. T. P. S.).**—San Francisco automobile paint shops are experiencing an unusually large fall trade. According to several of the leading dealers, the motorist is more particular today about the appearance of his car than at any previous time.

The dealers are offering special inducements for motorists to have their cars "done over" at this time of the year. Larkins & Co. are offering paint jobs on a credit basis—a small payment down and the balance monthly. This has attracted considerable business.

Other firms are advertising a Duco paint job in twelve days. By bringing in the car on Monday, it is ready for operation the second Saturday, so that the motorist only loses one week-end.

### SEEK TO CHECK DEEP SLASHES IN OIL PRICES

**Chicago, Oct. 29.**—The Illinois Petroleum Marketers' Association at a meeting held in Belleville, Ill., this week took official cognizance of the disturbed oil marketing situation in such points as Peoria, where outside concerns have slashed gasoline prices deeply for several months. A committee will be appointed to attempt to promote the best interests of the legitimate oil marketers with business men in the places most seriously affected.

#### IN LARGER QUARTERS

**Santa Monica, Cal., Oct. 29.**—The Piston Service Company, operated by Joseph Hoffman and A. E. Roy, specialists in cylinder grinding, have moved from their old location in the Taylor Garage, 1448 Lincoln Boulevard, to new and larger quarters at 814 Broadway, equipped with new, modern machinery.

#### BUY SERVICE STATION

**Brockton, Mass., Oct. 29.**—The Kedian Auto Supply Company of this city, who claim to be largest jobbers of tires and accessories in southeastern Massachusetts, have purchased the large garage, service station and accessory store at the corner of Warren Avenue and Belmont Street, formerly owned and operated by A. F. Gay.

#### IN NEW QUARTERS

**Rochester, N. Y., Oct. 29 (U. T. P. S.).**—Brennan-Busch, Inc., general automotive jobbers of this city, are now occupying their new home at 223 East Ave. It adjoins the old store at 227 East Ave.



Standard Equipment  
on  
Locomobile  
Lincoln  
Flint  
Marmon  
Sterling Knight

Rawlings Company  
of America, Ltd.

1819 Broadway, New York

## Montreal Dealers Pay Salesmen on Commission

This is the third of a series of reports regarding the opinion of automobile dealers on the subject of salesmen's salaries, bonus systems and sales contests.

**MONTREAL, Oct. 29.**—After a canvass of the important dealers in Montreal, it is found that almost exclusively salesmen are paid on a basis of 5 per cent. on sales of new and used cars and 10 per cent. on all extra equipment. It is admitted by dealers that this is by no means the most satisfactory method, and it is predicted, as sales organizations become perfected, outside men will be employed on a salary basis alone.

The advantage of this method being that efforts to sell are less scattered and better results obtained, as it is at present a very large percentage of cars are sold on the floor of the showrooms instead of outside. At present salesmen are protected by an exclusive prospect list for thirty days, which in almost all instances is extended.

For Montreal and vicinity an open territory has been found better from every angle than a restricted one. This may change as sales become broader and the territory is extended. On special sales drives bonus is offered, but if sales organizations are functioning properly it is felt that this added inducement is not needed.

It is felt that sales contests are a stimulus rather than otherwise, as a healthy competition has a tendency to greatly stimulate trade. This was especially noticeable in August last, when buying was far in excess of the same period last year. The matter of selling is summed up by a suggestion of one important dealer, who said that a good, practical talk at the beginning of the days' work had proved most beneficial and lasting in its results.

### TOPEKA, KANSAS

**Topeka, Kan., Oct. 29.**—Straight commission contracts (that is the basis for the remuneration of most of the Topeka automobile salesmen) at first, during their apprenticeship. Later the dealers and agents put their salesmen on a commission with drawing account.

"I've tried every system there is," says George Badders, Ford dealer. "There is no really equitable plan for paying salesmen, but the commission basis is the one that works out best."

Badders' story is practically that of all the rest of the auto men. They have tried straight salary; they have tried all sorts of bonus plans, but none have worked so well as an apprenticeship of straight commission and later, when year's work has demonstrated their sales capacity, giving a drawing account.

"Salesmen even need more spur than the prospect of good commission checks," declares Badders. "Last week I told the boys one morning that the next morning three, whom I named, would have their previous day's work all picked to pieces before the whole force if they did not turn in three orders each for that day."

"The next morning only two of the men named were present at the sales meeting. The two had their three orders. The third man phoned in that he'd be late because he was busy closing his third sale. Considering that one order per day is good selling, that incident means something."

## Durant and Star Dealers Named

**New York, Oct. 29.**—The following automobile merchants have recently taken over the sale of Star and Durant products, Colin Campbell, vice-president, announcements:

Arizona—A. N. Millsap, Holbrook.  
Arkansas—Stinson Warren Company.  
Russellville—J. D. Trece Motor Company.  
Marshall—Berkmyer Motor Company.  
Atkins—Moye & Davis, Searcy; Williams Motor Sales, Camden.  
California—Jellison Motor Company, Lankershim.  
Georgia—Ross Hardware Company, Fort Gaines; G. F. Everett, Irwinton.  
Idaho—Robinson & Ott, Jerome.  
Illinois—J. W. Hargrave, Fairbury; Olson's Garage, 917 Clinton St., Ottawa; Fred Sneed, 111 2d St., Sterling.  
Iowa—Glen A. Norris, Conterville.

## KANS. CITY SHOW FEBRUARY 12-19

George A. Bond to Handle Details of Exhibit

**Kansas City, Mo., Oct. 29.**—The 1926 Kansas City automobile show will be held Feb. 12 to 19. Selection of the date was made yesterday by the board of directors from the Kansas City Motor Car Dealers Association.

W. J. Brace, president of the Hudson Brace Motor Company, was elected president of the association by the directors, succeeding Sam V. Ramsey of Ramsey Motors. Estel Scott, branch manager of the General Motors Truck Company, was elected vice-president.

George A. Bond was reelected secretary of the association and will handle the details of the automobile show.

## ELIZABETH AUTO SHOW ATTRACTS BIG CROWDS

**Elizabeth, N. J., Oct. 29.**—Over 30,000 people attended the seventh annual automobile show held at the Second Regiment Armory, October 16 to 24, under the direction of the local Order of Elks and Elizabeth Auto Trade Association. It was the largest and most successful show in the history of the city, according to George L. Hirtzel, Jr., managing director.

## MINIATURE SHOW AT FALL FESTIVAL ATTRACTS

**Pine Bluff, Ark., Oct. 29.**—A number of local dealers held a miniature auto show at the Fall Harvest Festival, which was held here last week. The cars were exhibited in a temporary building. Agricultural exhibits were also shown.

It is estimated that the total attendance during the week was 20,000, many of the people being from the rural districts.

### REO BUSES BOUGHT

**Detroit, Oct. 29.**—The Reo factory reports that twelve Reo twenty-one-passenger buses have been purchased for street service in Tulsa, Okla. Purchase was made by the Oklahoma Union Transportation Company, the bus-operating section of the Oklahoma Traction Company.

**IN CLEVELAND, O.,** the Cleveland Railway Company is operating thirty White buses of the type shown below and has just placed an order for thirty more with the White Company of that city. They are the city-pay-enter type with seating capacity for twenty-nine passengers. The machines are being used to supplement rail transportation.



## GAS-ELECTRIC BUS USED IN ATLANTA

**Atlanta, Ga., Oct. 29.**—Fifteen new motor coaches, representing the latest in motor transportation, recently were purchased and now are being put into service in this city by the Atlanta Coach Company, a subsidiary of the Georgia Railway & Power Company, with headquarters here. The coaches are declared by mechanical experts to be far superior to the types now in use on streets of London, New York, Chicago and other large cities.

They are equipped with gasoline-electric drives, which, tests have proven, eliminate jerks usually caused by starting and stopping by doing away with all gear shifting. With the new drives, the big machines start as smoothly as electrically propelled vehicles.

The combination motor also adds greatly to the speed of the coaches, and in tests, they have attained a speed of between thirty-five and forty miles per hour. Electric energy for the special drive and for all lights is generated by a motor driven by a gasoline engine.

The gasoline-electric motor was designed by Col. E. J. Hall, co-designer of the Liberty airplane motor, and is known as the Fageol-Scott-Hall motor. The machines were built in the Fageol factory at Kent, O.

Shock eliminators, springs, underlugs, bodies, balloon tires and disc wheels play a big part in the riding comfort of the coaches. The machines are equipped with all the most modern safety appliances, including Westinghouse airbrakes.

## FWD Managers in Big Conference

**Clintonville, Wis., Oct. 29.**—Branch and department managers of the FWD Company attended sessions here last week in the home office conference room at the factory, where special papers were read and general discussions were had.

Some of the subjects that were taken up were: "How Branches and Dealers Can Effectively Cooperate in Obtaining National Accounts," by H. M. Daniels, manager of the New York Branch; "Inspection of the Trucks by Branches and Dealers Before and After Delivery," by C. C. McConville, superintendent of the factory; "Importance of Branches and Dealers Maintaining our Standard Service Policies," by C. A. Zuehlke, acting service manager; "Service as it Applies to Western Electric and American Telephone and Telegraph Contracts—Ordering and Handling Parts," by R. M. Roach, service department; "How to Check, Direct and Follow Up Salesmen," by M. O. Stockland, manager of the San Francisco branch; "Analysis of Territory for FWD prospects," by C. B. Stanley, re-

## TRUCK BUSINESS SHOWS INCREASE

Dealers in Many Centers Report Heavy Sales, Big Demand

**KANSAS CITY, Oct. 29.**—A 100 per cent. increase in the demand for heavy trucks in Kansas City is reported by the local branch of the Indiana Truck Company. Cash payments and better sales conditions also are reported.

"The fall prospects here are excellent," Paul Wagner of the local branch stated. "We are behind on deliveries with our prospect list heavy. The whole truck market in Kansas City is strong, but we are finding the demand for heavy trucks greater than we can supply. Down payments are much better than this time last year and business generally better."

The same spirit of optimism was voiced by W. J. McGlynn, branch manager of the commercial truck division of the American-LaFrance Fire Engine Company.

"I have been in the truck business in Kansas City for ten years and never has the fall prospect been as good as now," McGlynn asserted. "Our line is the higher-priced truck on the American market and naturally our field is limited, but sales and prospects are remarkable. We cannot make a comparison with last year, as our branch has been open but a few months, but the outlook is excellent, with business conditions on a firm basis."

Other dealers in heavy trucks also are reporting a strong fall business, as are the dealers in lighter trucks. All concede the market is in excellent condition with record sales in prospect.

### CEDAR RAPIDS

**Cedar Rapids, Ia., Oct. 29.**—"Truck business in this section of Iowa will always remain a matter of city delivery wagons alone until the road situation better itself. Even with that restriction, the truck business of this locality is on a constant increase that is gratifying," says F. L. McKibben of the McKibben Motor Company, Dodge and Graham Brothers truck dealers. He is as well fitted to comment on truck activities as any dealer in the city.

"One thing that is helping truck sales a little is the reduction of the excise tax last year," was his comment on the campaign against this tax. "The general truck situation is fair, with a prospect of great increases as soon as the country road situation clears itself in this locality, which should be within the next year, with all of the activity that is now displayed."

### LOS ANGELES

**Los Angeles, Cal., Oct. 29.**—D. F. Poyer of D. F. Poyer & Son, the Ruggles truck distributors for the local territory, says: "Seldom in my twenty-five years' experience in the motor vehicle industry have I seen such a seemingly overnight activity and interest in new trucks as is evidenced at the present time. Literally scores of truck users are seeking information about various models, and I predict a very large volume turnover during the coming winter months."

### LEXINGTON

**Lexington, Ky., Oct. 29 (U. T. P. S.).**—Commercial car sales for the year to date have been substantially ahead of the same period in 1924, according to leading truck manufacturers here.

The business is in an exceedingly good condition, with most plants working full time or overtime, and the executives of the companies interviewed are extremely optimistic as to the fall and winter prospects. Since the first of the year there has been a steady increase.

## Bus Activities

### COURT ORDERS BUSES

**Trenton, N. J., Oct. 29.**—Federal Judge Runyon has signed an order directing the Morris County Traction Company to substitute buses for trolleys on the line between Elizabeth and Springfield, N. J. As a result of the ruling the receivers, Joseph K. Choate, president of the company, and Joseph P. Tumulty, are directed to negotiate with the municipal authorities of Elizabeth, Springfield and Union for the substitution of the bus service for trolley cars.

### PERMIT IS GRANTED

**Westfield, Mass., Oct. 29 (U. T. P. S.).**—The New England Transportation Company, a subsidiary company of the New York, New Haven & Hartford Railroad, has been granted the right to operate motor buses by the City Council. This gives Westfield two competing bus lines to the south as far as Simsbury, the city having granted a license to the Interstate Bus Line that operates between here and Hartford.

### CITY CALLS HALT

**Silvis, Ill., Oct. 29.**—The Silvis city council has gone on record as opposed to any further permits to bus lines through the city. H. C. Chapman, city clerk, said "it would take a comptometer to keep track of all the buses now," and the city proposes to join with the railroad lines in opposition before the state commerce commission to proposed Sterling and Monmouth lines, routed through Silvis.

## Weaving Mills in N. C. Use Tractors

**Burlington, N. C., Oct. 29.**—The Oneida mills at Graham, near here, have harnessed tractors to their looms and are weaving orders for novelty fabrics they were behind on because of the curtailment of hydro-electric power by the Southern Power Company, which limited their plant to only two and a half days per week. The problem became serious and some one suggested harnessing a tractor to the loom shaft. Accordingly a big tractor was run up close beside the building, and through a window the belting adjusted to the loom power shaft. Sixty looms were put into operation. So successful was the experiment that next day another tractor was run up alongside of the first one and likewise connected with the loom power shaft. Sixty more looms were put into operation.

search manager; and "The Growing Tendency Toward the FWD Principle," by W. A. Olen, president and general manager of the company.

Wednesday evening all the members of the conference banqueted at Oshkosh, about fifty miles from Clintonville. The trip was made via Menominee bus, another company transportation.

## BALLOON SALES SHOW INCREASE IN SOME PLACES

**NEW HAVEN, Conn., Oct. 29.**—Despite the fact that tire sales here were higher during the past week, tire dealers are not too optimistic concerning the late fall and early winter business.

In their opinion the large volume of business transacted during the past week is due mainly to the fact that car owners fear a still greater advance in prices.

Balloon tires are steadily increasing in demand and during the past week made up 20 per cent. of the sales, an increase of approximately 10 per cent. over previous weeks, dealers report. Pneumatic tires still make up the greater majority of sales, with 30x3½ in chief demand. The sale of tubes during the past week has not shown any noticeable increase.

Stocks are already being cut down and at present are slightly below normal.

### SAN ANTONIO

**San Antonio, Tex., Oct. 29.**—Tire sales continue good here and there is every indication of continued good business for the rest of the year. The Hicks Rubber Company of this city reports business steadily increasing, as does the Hagner Tire Company. More good roads, together with increasing used and new car sales, have had their effect in boosting tire sales. This is true not only in the smaller sizes, but there is a steadily increasing demand for the larger. Prospects are good for a profitable year.

### BUFFALO

**Buffalo, N. Y., Oct. 29.**—Wholesale tire sales, which have been evidencing an upward trend for several weeks on account of price increases, declined slightly during last week. However, the spurt that prevailed during the first two weeks of October put most firms from 15 to 20 per cent. ahead of the previous two weeks' period and made a good market.

The abolition of spring dating had a first effect some weeks ago of stimulating sales. The dealer is now back in the old rut and buying on a piecemeal basis.

Retail tire sales are holding firm and in some cases are 25 per cent. ahead of sales for the same period last year. Balloons are selling better than any other kind and the demand is growing all the time. Some manufacturers have put out balloons in new sizes recently and this has stimulated the demand somewhat.

Tubes are selling in about the same ratio as tires. A few retailers reported a falling off in tire and tube sales during the past week, largely due to bad weather and the fact that Buffalo is back on standard time once more.

The Fiske Tire Company, Inc., reports some difficulty in getting sufficient stocks at the present time. The Goodrich distributing organization reports its stocks are satisfactory.

## ADAMS-BARRE COMPANY TRIES NEW SALES STUNT

**Columbus, Oct. 29.**—The Adams-Barre Company has taken a lesson from the hosiery and brush firms doing a direct business to the consumer and is now making plans to start salesmen out on direct sales campaigns.

"The time is coming when the great bulk of tires is going to be sold by direct contact with the consumer and our organization plans to be in on the ground floor," Adams, a member of the firm, said recently.

The firm is closing contracts with agents daily.

## BURROWS MFG. COMPANY TO OPEN TIRE BOOT BRANCH AT WINNIPEG, MANITOBA

**Spokane, Wash., Oct. 29.**—Burrow's Manufacturing Company, maker of a tire boot which George A. Burrow, president, claims works satisfactorily for balloon blow-outs and rim cuts, as well as for high pressure tires, announces plans for opening a branch in Winnipeg, Manitoba. A branch was recently opened in Akron, O.

The local factory is supplying the trade east to Minneapolis and south to Los Angeles. High freight rates on the raw material, old tires, is given as the reason for the opening of the branches. The local plant manufactures 400 boots a day, and the Akron plant has an initial capacity of 500 a day.

## CORD TIRE CORP. ADVANCES PRICES

**Chester, W. Va., Oct. 29.**—Price advances approximating 15 per cent. have been announced by the Cord Tire Corporation, local manufacturers of the Superior Cord tires and tubes. Officials announced this advance, following similar action by most of the larger rubber manufacturers.

All former tire and tube lists of the company have been withdrawn and new lists, now in preparation, will soon be forwarded to all distributors. Changes in prices were due to increased cost of crude rubber, officials of the company said.

Demands for the company's products are on the increase despite advance in prices, and production will be increased from 600 to 750 tires a day, it was announced this week. Tube production is close to 1,000 daily, reports show. Officials expressed themselves as being well pleased with the outlook for the future.

"We are especially pleased with the prospects for our products after the first of the year," an official said. "We have made recent connections that will enable us to get our tires and tubes to the consumer in much greater quantities than in the past and also will reach much new territory."

Factories of the company here are operating from five and one-half to six days a week, it was reported.

## WINTER STORMS IN CANADA CAUSE TIRE PLANT CLOSE

**Montreal, Oct. 29.**—Being now into the quiet period of the year, the Gregory Tire and Rubber Company has closed down its plant at Port Coquitlam for a short period that may extend to six weeks or two months.

In the prairies, where the company has a large part of its business, there has been a falling off in demand due to stormy weather. Big stocks of manufactured tires are on hand, and with rubber at a high price the management does not think it advisable to have large sums of money tied up in stock that is not moving.

The company is not suffering in any way from raw rubber shortage, having been fortunate in buying considerable supplies when the price was low.

Some ten men will be retained at the manufacturing plant, and about forty will be laid off temporarily. It has been the usual practice of the company to close down for a period at this time of the year.

## GENERAL CO. TO BUILD

**Akron, O., Oct. 28.**—The General Tire and Rubber Company has announced letting of a contract for two more additions to the factory. One will be an extension to the present main building and another a wing to the south. Construction will begin at once.

When these extensions have been completed General will have doubled its plant area in a period of about three years. The immediate effect will be to increase factory production capacity 50 per cent., officials of the company say.

## Big Tire Order to McClaren Dealer

**Charlotte, N. C., Oct. 29.**—The State Highway Department of North Carolina has placed with the local McClaren distributor an order for its entire pneumatic tire requirements during the next six months, according to P. W. Horn, president of the McClaren Tire Sales Company. The State Highway Department uses on an average of \$150,000 worth of tires in a year.

The McLaren Rubber Company has representatives in every state in the Union. Their biggest business, however, is west of the Rockies. They recently placed representatives in a number of foreign countries, including New Zealand and Port Louis, Mauritius, which is 1,500 miles southeast of the coast of Africa.

### NEW BRANCH OPENED

**Long Beach, Cal., Oct. 28.**—The Oliver Tire and Rubber Works has opened a branch at 747 American Avenue, which General Manager Schreiber states is doing a good business. The firm sells tires on credit.

## DOMESTIC TIRE EXPORTS REACH BIG PROPORTIONS, BUREAU REPORT SHOWS

Special from A. D. N. Washington Bureau  
**Washington, D. C., Oct. 29.**—

Domestic exports of rubber pneumatic casings to foreign countries are assuming large proportions, according to figures just given out by the Bureau of Foreign and Domestic Commerce of the Department of Commerce. The advance list given herewith in part shows some of the countries that lead in the September demand for tires made in this country.

	Number	Dollars
Belgium	2,436	\$45,691
Denmark	2,311	36,716
France	3,146	62,055
Germany	1,744	38,131
Greece	1,111	23,240
Netherlands	3,259	63,549
Norway	2,015	42,841
Spain	3,068	59,179
Sweden	8,253	156,574
United Kingdom	17,666	197,384
Canada	4,670	65,555
Mexico	8,237	91,366
Cuba	6,381	69,280
Argentina	12,944	173,110
Brazil	2,613	36,876
Chile	3,281	63,240
Uruguay	5,456	74,905
British India	6,562	75,860
S. Settlements	4,841	45,442
Java and Madura	4,391	60,258
Japan	3,615	44,473
Philippine Islands	6,364	60,781
Australia	5,356	76,636

## Star Co. Develops Special Bus Tire

**Akron, O., Oct. 29.**—To meet the steadily increasing demand of bus operators for tires of sturdy construction, designed for maximum road service under varying road conditions, the Star Company of this city has developed a new series of bus tires embodying new side-wall reinforcement features and tread designs.

Vice-President D. A. Grubb announces that there will be no more shipments of the old types, the company now manufacturing the new tires in 6, 7 and 8 inch sizes.

The new bus tire will retain all the features of the regular Star type, such as the non-skid advantages and side wall reinforcements. The tread, however, is considerably wider on the new tire, affording added traction and longer wear. Every size of the Star truck and bus line is being improved along the new lines, from 40x8 down to the 30x3½.

**Automotive Daily News  
Classified Ads Bring Results**

**You Owe it to Yourself, Your Business,  
to Keep Abreast of the March of  
Events in the Automotive Industry  
by Reading the**

## Automotive Daily News

How important is your business? If your aim is set for the highest possible business accomplishment it is essential that you know all about the affairs concerning your industry and you should know them today.

## All the News of the Automotive Industry While It Is News

The Automotive Daily News, the industry's new and only daily newspaper, affords its readers immediate news service relative to every line of endeavor in the automotive field. It gives you the latest and up-to-date list of prices.

Accessory, tire and battery information and service. A stock, bond and financial service. Manufacturers' schedules. Wholesale and retail sales helps. In fact, everything of interest in the industry which will have a possible bearing upon your own business growth.

## "The Automotive Industry's New Right Hand Man"

Thus the Automotive Daily News is acclaimed by hundreds of leaders in the automotive field. This newspaper has no axe to grind and its editorial policies are unbiased and absolutely honest. It supports and advances the industry as a whole—working with all agencies for its

welfare. With hundreds of representatives scattered throughout the country and conducted by national authorities in every division of the whole automotive field, the Automotive Daily News can and does promise you news that is reliable and authoritative.

## Enroll Now!

Join With Thousands of Other Men of the Industry Who Are Starting the Business Day by Reading The Automotive Daily News. Fill in the coupon and mail today so that you will not miss a single issue.

AUTOMOTIVE DAILY NEWS,  
1926 Broadway, New York, N. Y.

Enter my subscription at once for the Automotive Daily News for the period and on the terms I have indicated below:—

- ☐ 1 year at \$12.00  
☐ 6 months at \$6.00  
☐ 3 months at \$3.00

I enclose \$..... or I will send \$..... upon receipt of bill.

Name.....

Street.....

City..... State.....

Connection in industry.....

## Gives Pointers for Care Of Autos in Winter

Engineer of Paige-Detroit Motor Car Co.  
Offers Suggestions

Special from A. D. N. Detroit Bureau

**DETROIT, Oct. 29.**—G. Clark Mather, chief engineer of the Paige-Detroit Motor Car Company, is out with some seasonable suggestions concerning the economical operation of automobiles which dealers will find of advantage to impress upon their customers. With the approach of cold weather, when lowered gas mileage is reasonably to be expected, Mr. Mather suggests checking the following items:—

**Dash Adjustment or Choke Rod Improperly Set.**—Many choke valves are faultily set, so that when the control is in the forward or wide open position the choke valve will be at a slight angle, restricting the flow of air and increasing the quantity of fuel used. Be sure that when the choke is in the running position the valve is wide open.

**Leaky Connections from Fuel Tank.**—Examine the lines to the vacuum tank and to the carburetor.

**Fuel in Float Chamber.**—Make certain that the level of the fuel in the float chamber is not too high.

**Timing of Distributor.**—One prevalent cause of high fuel consumption is incorrectly timed distributors. In general if the distributor is so set that with the spark in the full advance position a slight "ping" is noted upon sudden acceleration with wide open throttle, this cause is eliminated.

**Carburetor or Manifold Loose.**—These conditions are quite often responsible for defective carburetion. Also gaskets at these two points are sometimes affected by the amount of fuel used and cause air leaks.

**Under-inflation of tires.**—This has

an appreciable effect in reducing gasoline mileage.

**Operating temperature of motor.**—When cold weather approaches it is well to provide a radiator cover or some other means to insure operating at high enough temperatures so that reasonable efficiency will be obtained.

**Brakes.**—The effect of dragging brakes on fuel economy is much greater than the average owner would believe. Be sure that the brakes are free and the results will show up in improved performance, as well as better economy.

**Speedometer reading.**—Some cars claiming extremely high gasoline mileage will be found actually not to have as great economy as claimed, due to incorrect speedometers. Some speedometer drives are so proportioned that the indicated distance and speeds are in excess of facts.

"If the foregoing items," says Mr. Mather, "are given some attention, the owner will find himself well repaid, not only in lessened fuel bills, but in improved operation of the car and less frequent need for overhaul, due to carbon formation."

### RICHARDSON NEW HEAD AKRON AUTOMOBILE ASSN.

Akron, O., Oct. 29.—Earle Richardson of the Richardson Wellock Company, Chrysler distributor, has been elected president of the Akron Retail Automobile Dealers' Company, the Akron dealers' association, as it is commonly called. Richardson takes the place of S. L. Savidge, who was also vice-president of the Summit Chevrolet Company. Savidge has sold his interest in the latter concern and has taken a contract with Chevrolet in Indianapolis.

The position of vice-president on the dealers' association, made vacant by the election of Richardson, has been filled by Oscar H. Lyle of the Towell-Cadillac Company. The dealers' association is planning an active year, with an auto show to be held some time in February, probably.

## Oakland Announces New Dealers

Pontiac, Mich., Oct. 29.—The Oakland Motor Car Company, Pontiac, Mich., has closed selling agreements with the following new dealers:—

Jor-Land Motor Company, Cicero, Ill., under Chicago district; Barton Motors Company, Pensacola, Fla., Atlanta district; Paris Motor Company, Paris, Tex., Dallas district; M. L. Russell, East Smithfield, Pa., Buffalo district; Davison & Wendell, Detroit, Pa., Pittsburgh district; E. H. Hager, Lisbon, N. D., Minneapolis district; Peak Motor Sales, Chicago, Ill., Chicago district.

Shirley Motor Sales, Oneida, N. Y., New York district; Alderman-Royer Motor Company, Tarpun Springs, Fla., Atlanta district; H. H. Williamson, Luckey, Ohio, Pontiac district; The Alice Garage, Alice, N. D., Minneapolis district; Hendrum Garage, Hendrum, Minn., Minneapolis district; The Behan Auto Company, Jamestown, N. D., Minneapolis district; Evenson Peterson Company, Littleville, N. D., Minneapolis district; C. O. Gray, Page, N. D., Minneapolis district.

Melvin Sommerland, Crete, N. D., Minneapolis district; Auto Sales of Roseland, Roseland, Ill., Chicago district; Charles S. Stoch, Castanqua, Pa., Philadelphia district; Williams & Otterbacher, Sand Lake, Mich., Pontiac district; D. T. Jenkins Motor Company, Jellico, Tenn., Atlanta district; The Catlin Motor Company, Barnesville, Minn., Minneapolis district; A. E. Webster, Willoughby, Ohio, Cleveland district.

W. W. Bennett Motor Company, Pittsburgh, Pa., Pittsburgh district; Orland Automobile Sales, Orland, Ill., Chicago district; Ripple's Service Garage, Orland, Pa., Pittsburgh district; Riley Bros. Garage, Belle Vernon, Pa., Pittsburgh district; Carl Center, Dutchtown, Tenn., Atlanta district; H. C. Morris Motor Company, Meadville, Pa., Cleveland district.

H. & W. Motor Company, Newport News, Va., Charlotte district; Chas. E. Miller, Laurel, Minn., Memphis district; J. Cooper Props, Muncie, Ind., Indianapolis district; Thos. Watson, Batavia, N. Y., Buffalo district; West Philadelphia Oakland Company, Philadelphia, Pa., Philadelphia district; City Garage, Cambridge Springs, Pa., Cleveland district; Sweet & Burt, Stowe, Vt., Boston district; George Schauble, Crystal Lake, Ill., Chicago district; R. W. Bort Auto Company, Lyons, N. Y., Buffalo district; Clarence O'Verner, Argo, Ill., Chicago district; Jefferson Park Motor Sales, Jefferson Park, Ill., Chicago district.

Kincaid Auto Co., Carlin, Ky., Atlanta district; Melrose Park Motor Sales, Melrose Park, Ill., Chicago district; R. E.

W. G. Morgan, Colon, Mich., Pontiac district; Arrow Garage & Repair Co., Englewood, N. J., New York district; R. E. Dibble & Co., Wyandale, Pa., Buffalo district; Humboldt Garage & Blacksmith Co., Milwaukee, Wis., Chicago district; Lombard Garage, Lombard, Ill., Chicago district; Hucksby-Hudson Motor Co., Dehl, La., Memphis district; Curston Auto Sales, Orion, Mich., Pontiac district; Louis Schechtman, Hartford, Conn., Boston district; James Stevenson, Manchester, Conn., Boston district; Savoy Motor Co., Alexandria, La., Memphis district; Bartle Motor Sales Co., Pinekeyville, Ill., St. Louis district; La Junta Auto Co., Junta, Col., Denver district; L. H. Holler, Crowley, La., Memphis district; Ratcliff Bros., Chillicothe, O., Cleveland district; F. M. Bauer Motor Co., Elyria, O., Cleveland district; Morford Motor Co., Cairo, Ill., St. Louis district; Watkins Motor Sales, Litchfield, Ill., St. Louis district; T. C. Goldsmith, Lafayette, Ind., Indianapolis district; Soderstrom Auto Co., Pawhuska, Okla., Oklahoma City district; The Moberg Auto Co., Bemidji, Minn., Minneapolis district; Midway Garage, Cambridge, Ohio, Cleveland district; Hubert-Thompson, Sharon, Pa., Pittsburgh district; Cresco Oakland Sales Co., Cresco, Iowa, Chicago district; Reed Stensvad, Redwood Falls, Minn., Minneapolis district.

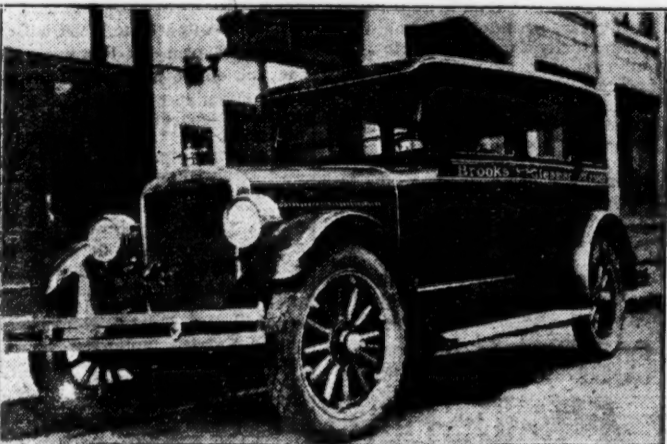
Spruce River Garage, Ramage, W. Va., Pittsburgh district; G. A. Arner, Chester, W. Va., Pittsburgh district; Loxby & Chisolm, Palmyra, N. Y., Buffalo district; Schesso Bros., Shakopee, Minn., Minneapolis district; P. H. Christensen, Hazel Run, Minn., Minneapolis district; E. L. Campbell, Bement, Ill., Chicago district; Acme Auto Co., Inc., Milwaukee, Wis., Chicago district.

Frazier Garage, Rantoul, Ill., Chicago district; Oswego Delay Motor Co., Oswego, Kan., Kansas City district; Highland Motor Service, Milwaukee, Wis., Chicago district; Leslie R. Lumsy, Huntington Park, Cal., San Francisco district; F. J. Wallenburg and H. O. Fauffner, Kenmore, N. Y., Buffalo district.

Nelmar Motor Co., Milwaukee, Wis., Chicago district; Cassidy Motor Sales Co., West Allis, Wis., Chicago district; Roy R. Woods, Martins Ferry, O., Pittsburgh district; The Hanson Motor Co., La Moure, N. D., Minneapolis district; Domeler Bros., Wabasso, Minn., Minneapolis district; Owl Garage, Greenville, Ill., St. Louis district; Bob Peters, Monrovia, Cal., San Francisco district.

The Hope Garage, Hope, N. D., Minneapolis district; Wakefield Motor Co., Wakefield, Kan., Kansas City district; Roosevelt Garage, Mineola, N. Y., New York district; Earl A. English, Little Falls, N. Y., New York district; E. E. Salzer, Antioch, Cal., San Francisco district; Millard & Arthur, Louisville, N. Y., Buffalo district; Motor Sales Co., Kinsey, Kan., Kansas City district; L. H. Johnson, Chaumont, N. Y., Buffalo district.

THE BROOKS STEAM CAR, recently exhibited at Halifax, is the product of the Brooks Motors, Ltd., Stratford, Ont., and is entirely a "made-in-Canada" machine. Kerosene is used as fuel to generate steam. The manufacturers plan to invade the United States with the steamer in the near future, it is reported.



## Mixed Opinion on Pay Plans in Buffalo, N. Y.

This is the eighth of a series of reports giving expressions of dealers in all parts of the country on further extension of time in which automobiles may be paid for.

**BUFFALO, N. Y., Oct. 29.**—There is a mixed opinion here on the deferred payment proposition, some dealers feeling that twelve months is too long a time to extend credit, others holding that the customary twelve months' period, which prevails with the larger number of dealers, is just about right and should not be tampered with.

Still others contend that eighteen months is none too long, and that the future will see a gradual lengthening of the installment period and lessening of the amount of down payment and installments.

It all gets back to the general disagreement in the business world over the installment question, and in this sense the question has vast economic importance. Is the world going installment-mad, or isn't it? Will the trend of affairs in general continue toward the introduction of installment payments into more and more fields for a long time in the future, and will the time eventually come when the general public will be able to buy practically any service or commodity a dollar down and a dollar a week?

If this comes about, will the average consumer eventually find his wages mortgaged to an extent that he will be seriously embarrassed to keep up with current expenses?

The advocates of the shorter installment period plan, in general, claim that an extension of the period for payment would result in extravagance, more defaults in payments and many bad claims, the buyer being able to wriggle out of a few payments thereby and hold his car without settling a substantial balance until he has had a year or more use out of it and the security value has been lowered beyond the safety point.

Those who would have nothing less than an eighteen-month installment period say it is the modern trend in merchandising and that it places the automobile in reach of many who could not otherwise afford it.

E. C. Bull, Pierce-Arrow distributor and president of the Buffalo Automobile Dealers' Association, says: "Figuring from the Pierce-Arrow viewpoint, the limited-time payment plan is the satisfactory one. To spread-time payments over a greater length of time would invite difficult collections, encourage extravagance and result in an unsound condition for the average distributor."

"The average Pierce-Arrow purchaser is well satisfied with a year in which to pay for his car, and I think this would prove generally true if there were less advertising and talking about longer-time periods. Certainly, if any period is extended beyond a year and a half the dealer's property in the hands of the purchaser is depreciating

rapidly before the payments are finished and its security value is being materially lessened. We get most of our cars paid for in from six to nine months."

"Many competitors offer much longer payment periods than we do, but when we run into a prospect who falls back on this as an argument we simply advise him to take the other man's terms if he feels that ours would not be satisfactory to him. We will not sell cars on the basis of credit concessions to the customer."

"We are sincere in this, for we believe that if there is any question in the first place of twelve months being a long enough time for a man to pay for his car, a serious question also exists of whether he should buy a car of the Pierce-Arrow price class."

"For us to extend our period for time payments would be inviting a lot of questionable purchasers and mean more cars taken back. We feel that every car taken back hurts the manufacturer's reputation, and try to avoid having to take them back."

Here is the opinion of M. D. Meyer, Studebaker distributor: "With various of the lower priced cars advertising eighteen months for time payments and many of them giving even longer periods in actual practice, I cannot see how the dealer can help himself. Certainly with this advertising and the entrance into the installment field of various periods I suppose the automobile dealer will have to make up his mind to the inevitable."

"While the finance companies are not seeking to extend credits, they realize that there is a demand for more and longer credits, and most of them are accepting such paper when it is offered."

"I imagine the situation will work out well for most distributors, even if the eighteen-month payment period comes to prevail. Even with these inducements, the more careful buyer will not rush in beyond his depth, and the longer period for payment will make it easier for the chap who bites off more than he can chew to catch up with his payments."

### NEW TIRE STORE

Trenton, N. J., Oct. 29.—The Mack Tire Company has opened a store at 1148 East State St., Trenton, N. J., and is handling Mack tires and auto accessories.

## "HELP MOTORIST THROUGH," IS CRY

Dealers and Manufacturers to Co-operate  
With A. A. A.

Special from A. D. N. Washington Bureau

WASHINGTON, Oct. 29.

—The formation of a gigantic co-operative unit in the automotive field is foreshadowed as the result of assurance given the American Automobile Association by car manufacturers, distributors and dealers to the effect that they will hereafter make common cause with motor clubs in the work of adjusting difficulties in the path of automobile owners.

This development was characterized today by Thomas P. Henry, president of the A. A. A., as one of the most important steps taken in recent years to unify the efforts of the various automotive and motoring bodies interested in the welfare of the motorist. He cited the resolution adopted by the National Automobile Chamber of Commerce, urging dealers to strengthen their relations with car owners through greater co-operation with motor clubs.

William E. Metzger of Detroit, a member of the executive committee of the A. A. A., and also a director of the N. A. C. C., was largely instrumental in securing action in resolution and having the views of the manufacturers broadcast to the automobile dealers of the country.

"Dealers and distributors everywhere will serve their own interests and the interests of their customers to better advantage by taking a greater part in and giving a greater support to the activities of motor clubs," said Mr. Metzger.

"The dealer should regard his responsibility as only beginning when he has sold a car to a customer. He is hurting his own future prospects if he does not 'follow through' and help the motorist through the maze of difficulties that beset him after he has bought an automobile."

"In urging this policy in dealers, the manufacturers simply recognize the fact that the future of automotive industry hinges in solution of the many perplexing questions of legislation, taxation, traffic safety and other factors that affect the welfare of the car owner and the greater use of the automobile."

Commenting on the resolution, Charles M. Hayes, president of the Chicago Motor Club, and a member of the A. A. A. executive committee, said:—

"Many ways in which dealers can keep in with the motoring public become apparent when one comes in close contact with the motorist and learns his troubles. Too often in the past the dealer got one viewpoint in the motorist's problem, and that viewpoint concerned the mechanical operation of the car. Nowadays this is the least of the car owner's troubles. Hence the necessity that dealers everywhere broaden their interest into the field of public relations."

"When manufacturer and motorist join forces in opposing taxation, injustice and harmful legislative proposals and work together to arrive at a solution of the accident problem and other problems affecting the car owner, the man who sells automobiles and the man who uses them will be benefited and we can look forward to a new era of increased motoring and of increased car sales as well."

### TO ISSUE PLATES DEC. 15

Montpelier, Vt., Oct. 29.—The Vermont State Automobile Department has started to mail out automobile registration blanks to automobile owners, but according to statement issued by the department no automobiles will be registered for 1926 before December 15.

# New Building Is Example of Latest Trends

## Has Facilities for Every Phase of Business

A DESCRIPTION of the facilities and design of the new building of the Moseley Motor Company, Ford dealer, Springfield, Ill., should be interesting to those dealers who contemplate building or making changes in their existing establishments. It was completed a few weeks ago at a cost of \$200,000 and is a good illustration of the latest developments in dealer building construction.

In shape, the Moseley plant takes the form of an "L" with a frontage of 85 feet on one street and 70 feet on another. It is of fireproof brick and cement construction, three stories in height and contains 40,000 square feet of floor space.

### French Architecture

The exterior brick is No. 1 pressed face, while the inner and side walls are No. 1 paving brick. The general architectural style is French Napoleonic, with overhanging shelters over the windows and the gables finished in green tile.

In the center of the "L" is a filling station and parking yard. This adds 5,000 additional square feet to the space. The main showroom is 65 by 55 feet and has embossed walls in cream, flooring of red tile and is furnished with reed furniture upholstered in cretonne.

Back of the main showroom are the offices of W. H. Moseley, president of the company; Leonard E. Belt, general manager; the clerical department, and the office of the sales manager and his sales force. Adjoining this is the parts department and stock room. There are two dispensing counters, one for the customer who enters by the front way or for the man who wants some extras on his new car, and the other counter for the service department.

### Three Driveways

There are driveways coming in from the two streets and also from a rear entrance on the east side. It is easy to get in and out of the Moseley Building from almost any direction. The battery department is located under the ramp which extends from the first to the second floor. Cars are driven under their own power up this ramp, while disabled cars are towed up with Fordson tractors.

A second showroom is given over to the display of reconditioned Ford and Lincoln cars. The Lincoln service department is also located on this side of the building, and is thoroughly equipped with all the parts, tools and machinery necessary for the servicing of Lincoln automobiles. The car laundry and car testing department are also located on the first floor of this wing.

The general repair shop is located on the second floor, in the north end of the building. The overhead railway system of transporting motors, axles and other heavy parts is employed, thereby saving time and labor.

### Assembly Room

The west wing of the building is used as an assembly room, where new cars are given their final inspection and testings. A large stock of special Ford truck bodies and commercial body equipment is also carried in this section.

It is on the second floor, center section, that the Ford cars are reconditioned. An absolutely dust-proof room for the painting and drying of cars is also located on the second floor. It contains a steam heating system that maintains a warm, dry atmosphere conducive to the perfect glossing of paint jobs.

What are the very latest developments in dealer building construction? The new Ford establishment of the Moseley Motor Company of Springfield, Ill., completed a few weeks ago, is a good example. We give in this article a description of its design and facilities. Those who are contemplating improvements to their existing plants will find this interesting reading.

## Sells Equipment With Cars

Accessories sell themselves best when installed. That's the idea of Noel V. Wood of the Wood Motors Company, Buick dealer, Topeka, Kansas. In consequence, Wood has all his Buick models on the show floor equipped with special wheels, bumpers, lights, and so forth.

When the customer looks over the models and picks out his car, he generally asks the price about the first thing, according to Wood. "As it stands there, the price is," and the salesman names a figure that includes not only the car but the accessories and a profit on the same.

It's seldom that a customer asks to have any of the accessories taken off. Sometimes the mentioning of the fact that collision insurance is cheaper because of bumpers or theft insurance is cheaper because of lock wheels, is needed, but the sale of a new Buick generally includes also an accessory profit, Wood declares.

## Little Stories About Men You Know

### HARRY H. BASSETT

If Harry H. Bassett hadn't been an energetic young man he would probably be making guns and ammunition for duck hunters today, instead of presiding over the destinies of the Buick Motor Company as its president.



H. H. Bassett

The story of Harry H. Bassett is the story of another young man who started working in a modest manner, but who, through his determination and courage, likable disposition and ability to produce results, has risen to one of the highest positions in the automotive industry.

He was born at Utica, N. Y., Sept. 11, 1875, and, when he was graduated from high school, went to F. C. Cross, the general manager of the Remington Arms Company, Ilion, N. Y., and arranged to become the latter's office boy at 75 cents a day.

For 14 years Harry Bassett worked for the Remington Arms Company, first on one job and then on another, and was finally elevated to assistant to the general manager.

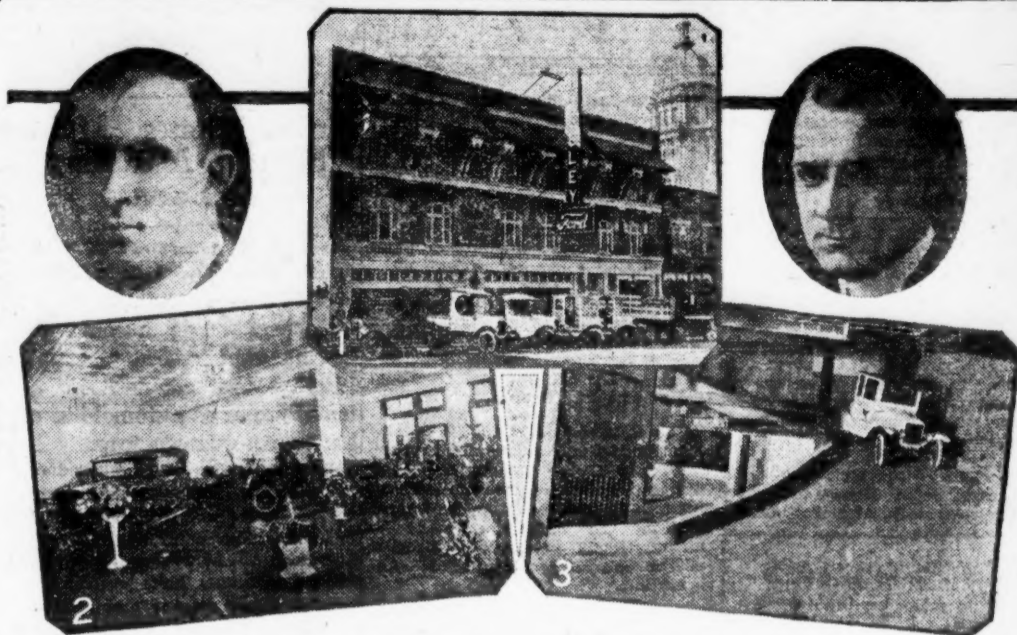
He then transferred his activ-

ities to the Weston-Mott plant in Utica, as assistant superintendent of the company's factory, and, when the shops were moved to Flint in 1907 he became works manager of the plant there. In 1913 he was made general manager of the Weston-Mott company, which was a leading automobile axle manufacturing concern.

During the days when Walter P. Chrysler was president of the Buick Motor Company, the latter purchased the Weston-Mott factory, next door, and Mr. Bassett, like many other Weston-Mott employees, went on the Buick payroll.

His first position with Buick was as assistant general manager to Mr. Chrysler, with whom he worked day after day for three years. In April, 1919, he was made general manager, and in May elected vice-president and a director of General Motors. Then in January, 1920, he became president of the Buick Motor Company, which position he has held ever since.

Besides his manufacturing activities, Mr. Bassett also takes a keen interest in civic matters and devotes much of his time to them. He is a member of the Flint Country Club, and his greatest sport is golf.



VIEWS OF THE new building of the Moseley Motor Company, Springfield, Ill. 1. Exterior as seen from the street. 2. The new car salesroom. 3. One of the ramps that connect floors. Inset, right, W. H. Moseley, president. Inset, left, Leonard E. Belt, general manager. Facilities of this establishment are described in detail in the accompanying article.

## Do You Know—

That the Pierce Arrow Motor Car Company has a quality manager? In the company's manufacturing procedure the quality manager is chief of the inspection department, with authority to reject without question any part and to correct operations that fall short of the standards.

Walter Newsome now occupies this position. He is often selected to talk on quality to visiting distributors, dealers and salesmen. He drives his points home by personally conducted trips through the plant, showing the care exercised in inspection.

The quality manager is also a valuable aid to the advertising department, and many an advertising idea originates with him. He sits in on advertising and sales conferences to help promote the quality thought in connection with Pierce-Arrow selling.

Tell your story to as many people as possible.

## Salesman's Contest Helps Stimulate Fall Sales

IN an effort to stimulate sales during the last quarter of the year, E. G. Oliver of the Hudson-Oliver Company, Buffalo distributor for Hudson-Essex, has devised a contest for his salesman which has many interesting points. The contest includes sales of new and used cars and certain accessories.

This plan, which operates by the point system, naturally puts emphasis on such items as are most difficult to sell or which the management is most desirous of selling at this time of the year. A certain number of points per dollar sale is credited to the salesman making the sale.

Only actual cash sales are included in counting points to the credit of the salesman. When a used car is taken in trade the amount allowed on the trade-in is deducted from the selling price in recording points. Mr. Oliver pointed out that this plan discourages the salesmen's offering exorbitant valuations on used cars.

In addition to the points allowed on straight sales, Mr. Oliver is giving his salesmen bonus points on cars hard to clear from the floor. For example, used cars on hand over four months give the salesman 200 additional points when sold. Used cars selling for over \$500 add 500 points to the salesman's credit. Additional points also are given for used car sales when the model has been on the floor sixty to 120 days, or for cars earlier than 1922 manufacture.

Mr. Oliver is also offering to induce greater effort on the part of his salesmen to sell new cars for cash, without any trade-in, extra bonus points on sales where no exchange is made. This, it is explained, is an added encouragement to the salesman to take as few used cars in exchange as possible.

For a salesman to qualify for the contest, he must close sales during the month of October for 28 new cars and 21 used cars (over \$100); in November, 25 new cars and 18 used, and in December for 22 new and 16 used.

Monthly prizes are offered to those qualifying for the contest during the respective months. The salesman with the highest number of points will receive \$60 at the close of each month of the contest. The second prize is \$25 and the third \$10. If no one qualifies for the contest during the month, the amount of all three prizes is added to the grand prize given at the close of the three months' contest. Also if not enough men qualify to

dispose of any of the prizes these go into the grand prizes.

The grand prizes given December 31, are: first, \$125; second, \$60, and third, \$30.

Deliveries must total from October 1, 75 new cars and 55 used cars before the grand prize will be paid, according to conditions of the contest.

Mr. Oliver will give extra bonus points from time to time on slow moving cars, either old or new, as he sees suitable to the occasion.

## Makes Phone No. Familiar

The Niagara Battery Corporation of Buffalo took advantage of the interest in the world's series in an unusual and effective manner when it advertised in local newspapers that returns could be obtained by any one in the city who would phone to Filmore 7017.

Newspaper offices are often overhushed during such events, and hundreds of people took advantage of the offer. Needless to say, every one who did so gained a favorable impression of this company, and many, perhaps, will remember the telephone number.

This idea will suggest many possibilities to other dealers. Such a service could be offered during important football contests, championship prize fights, elections, etc. At the expense of a little newspaper advertising now and then, which, at the very least, is good name publicity, plus a little extra effort on the part of the telephone girl, any concern can in this way drive its name home to the public, familiarize people with its telephone number and create a favorable impression.

### USER CAR BULLETIN

In connection with its used car marf, the Pogue Buick Company, Pine Bluff, Ark., operates a blackboard-like bulletin mounted on the side of the adjoining building and visible from the street. On it are chalked up each day a list of current bargains.

## Personal Paragraphs

Chicago, Oct. 29.—Frank R. Davis, veteran automobile executive, has just been appointed general sales manager of the Michigan Avenue Chevrolet Company at 2234 South Michigan Ave.

St. Paul, Minn., Oct. 29.—Michael Curran, Jr., formerly of Fargo, S. D., has joined the sales staff of the Pence Automobile Company in St. Paul.

Los Angeles, Oct. 29.—Winslow B. Felix, Chevrolet dealer, has been confined to his home by severe illness for two weeks, but is now rapidly recovering and will soon be at his desk again.

Evansville, Ind., Oct. 29.—A. E. Deiss and John Henderson have joined the retail sales staff of the

## Improvements

Elizabeth, N. J., Oct. 29.—The Union County Buick Company of North Broad Street and Magnolia Avenue, Buick distributor for Union county, has just moved into the newly constructed section of its building, which was added to meet increased sales and service requirements.

Evening Shade, Ark., Oct. 29.—The Row Chevrolet Company of Cave City, newly organized, will begin erection of a building for its use. Roy Row is manager.

Chicago, Oct. 29.—The Reo-Kullber Motor Sales formally opened its new sales and service station at 1441 East 75th St., this week. Mayor Dever and other city officials were guests of President Eric Kullberger. The building is of Spanish style architecture.

Youngstown, O., Oct. 29.—W. O. Strausbaugh, former Toledo man, who recently took over the Dodge dealership here, has just started construction of \$50,000 show and salesrooms on Wick Avenue, Auto Row.

Birmingham, Ala., Oct. 29.—The Bissell Motor Company, formerly located at 2308 1st Ave., has moved to new quarters at 2013 Avenue D. Its officers are said to feel that there is more business on Auto Row than across town. The company handles Reo cars. Recently it added a line of radio products.

Dermott, Ark., Oct. 29.—The West battery station and garage has erected a new building and has moved into it. George Kelley will be a member of the firm.

## Advertisers in the Automotive Daily News

Apperson Automobile Co.  
Automotive Rotary Lift Co.  
Bendix Brake Co.  
Buick Motor Co.  
Byrne-Kingsdon Co.  
Chevrolet Motor Co.  
Chrysler Sales Corp.  
Continental Motors Co.  
Detroit Carrier Mfg. Co.  
Durant Motors, Inc.  
Elint Motor Co.  
Erick Brothers, Inc.  
General Motors Corp.  
Hewitt Rubber Co.  
Hupp Motor Car Corp.  
J. H. Newmark, Inc.  
Johann Carburator Co.  
Kellogg Mfg. Co.  
Lozmore Co. of America  
Manhattan Insulated Wire Co.  
New Departure Mfg. Co.  
No-Carb Sales Co.  
Oakland Motor Car Co.  
Pierce-Arrow Motor Car Co.  
Rawlings Co. of America.  
Reichenbacker Motor Co.  
Roue, Inc., Wm. L.  
Ternstedt Mfg. Co.  
U. S. Light & Heat Corp.  
Wills Sainte Claire, Inc.  
Wire Wheel Corp. of America.  
Wisconsin Parts Co.  
Wise Industries, The

These advertisers already recognize the importance of this daily newspaper as a medium for reaching the entire industry quickly.

You eventually will count the AUTOMOTIVE DAILY NEWS as the most efficient medium to reach the trade.

Fellock Auto Company, Cadillac and Reo dealer.

Chicago, Oct. 29.—Charles H. Hurst, manager of the Chicago branch of the Olds Motor Works, has just spent several days in his territory. He reports increases in both dealer and consumer demand for the new Oldsmobile models.

Evansville, Ind., Oct. 29.—Clarence Altheide and E. D. McElvain have joined the retail sales staff of the Benninghof-Nolan Company. Willys-Knight and Overland distributor and dealer.

San Diego, Cal., Oct. 29.—Rollo Pantan of Fanton's Service Station, 30th and Beech Streets, has been appointed chairman of the gas and oil craft division of the local association. By his appointment he automatically becomes a director of the San Diego Auto Trades Association.

Oakland, Cal., Oct. 29.—T. E. Swayne, for many years connected with the Locomobile factory, has joined the Locomobile Company of Oakland as sales manager. He was Locomobile dealer in this city twelve years ago.

Clintonville, Wis., Oct. 29.—After spending six months in South America, C. S. Thomson, manager of the foreign sales department of the Four Wheel Drive Auto Company of this city, is on his way home. He has had a successful sojourn in South America, during which he sold a large number of trucks in Argentina. Alex Seaman, who had charge of the FWD trucks in the Russian endurance tests, has returned here.

## Dealer Doings

St. Paul, Minn., Oct. 29.—The uptown branch of the Twin City Motor Car Company was opened yesterday with complete sales and service facilities for Hudson and Essex cars. W. G. Heilmiller is manager of the branch, with Peter Ehlenz in charge of service. H. M. Wibly, G. A. Wallentine and Walter Downing have been assigned to the sales staff.

Little Rock, Ark., Oct. 29.—In the garage at the "home beautiful," recently erected and placed on exhibition here, is an Essex Six coach, placed there by the Little Rock Motor Car Company.

Woburn, Mass., Oct. 29 (U. T. P. S.).—The garage, filling station and salesrooms of the Bates Motor Sales Company, Inc., were almost completely wrecked Sunday afternoon by the tornado that swept through the business section of this city.

Milwaukee, Wis., Oct. 29.—William T. Kieckbusch has organized a used-car sales and service agency at 2448 Lisbon Ave., to be known as the Lisbon Auto Exchange. His plan is to buy marketable used cars, thoroughly overhaul them in his service department and sell them on a small margin of profit, he said.

Van Hook, N. Dak., Oct. 29.—The Motor Sales Company has just been organized with W. H. Murphy as president, James Hodges, treasurer and A. T. Olson, secretary. The new concern will handle the Chevrolet, Oldsmobile and Buick cars and trucks.

Camden, N. J., Oct. 29 (U. T. P. S.).—The franchise for the Studebaker car here has been taken over by the Studebaker Sales Company, at 503 Market St. It is one of five branches of the concern whose sales headquarters are located at 215 North Broad St., Philadelphia. The concern here succeeds the McClelland-Fulton Company, although V. M. Fulton, head of the retiring firm, is vice-president of the new organization.

## "Our Foreign Field"

## CHINESE USING AMERICAN CARS

## United States Makes Popular, According To Survey

Special to the Automotive Daily News

SHANGHAI, China, Oct. 29. — Distributors of American made automobiles in Shanghai have not yet felt heavily the competition of distributors of automobiles of European manufacture.

Several makes of cars, products of England, France and Germany, to be sure, are to be seen in spacious showrooms. And if for any reason a person on the streets should suddenly have a desire to take a look at an automobile made in Europe he would probably save time by seeking the salesrooms of the European distributors rather than waiting for one to pass in the traffic lines.

Of the European cars, those of English make lead in sales in Shanghai and North China. French and German machines enjoy next best popularity in the order mentioned. But all told only about five cars out of every 100 sold in North China in 1924 were European manufacture. The other 95 were, of course, well-known American makes.

This overwhelming popularity of the American automobile is largely due to the superior service of American automobile distributors. They have been in the market since the demand began, and they have served as well as sold, and have advertised this fact in word as well as in performance.

In Shanghai there are nearly 4,000 Americans, against about 7,000 British. French and German residents number about 2,000 and 1,000, respectively. The question of nationality does not figure consistently in the prospective buyers' choice of motor cars. And motor cars are the exceptional commodity.

The respective quality of the American and European cars has not alone wedded the Chinese to the practice of buying the American product. Perhaps the largest factor is because of the universal feeling of kindness and friendliness for Americans and Americans. The Chinese have not forgotten the return of the Boxer indemnity and other acts of sympathy and helpfulness from America.

And no people on earth believe more religiously than the Chinese in making friendship a basis of trade. The very sight of a Japanese made article irritates a Chinese, and since the recent riots in Shanghai the feeling against British goods is about the same.

Also, along with the preference of the Chinese to deal with Americans, is that with the many American makes sold in Shanghai there is the type of automobile which appeals more strongly to the automobile taste of the Chinese. Practically all of the European makes on sale are light, popular priced types, and most of the Chinese who want an automobile want the luxurious type of car common in American makes. Indeed, this is true to a great extent of all motor car owners in Shanghai, the Paris-tinted city of the Orient.

It is safe to say that 75 per cent. of the automobiles sold in Shanghai are of the closed car, richly upholstered type. Perhaps no thoroughfare in the world can boast of a more splendid array of automobiles than may be seen late afternoons speeding along Bubbling Well Road, on or near which avenue are the homes of the ultra-rich, a sizable area, where at least a score of nations and many scores of millions in gold are represented.

## Classified Advertising

### CLASSIFIED RATES

5c a word (per daily insertion)  
If 6 consecutive insertions are used, the 6th insertion is free.  
If 12 consecutive insertions are used, the 11th and 12th insertions are free. Minimum classified advertisement accepted, 12 words; if display type is used, 18 words. Maximum, as much as you like. Correct amount must accompany order or advertisement will not be inserted. Send cash, check or money order to Automotive Daily News, 1926 Broadway, New York, N. Y.

### AGENTS

AGENTS—Preferably driving Chevrolet touring or roadsters, to sell Spiroclosure, the new glass enclosure which instantly converts open cars into closed jobs; ideal winter line; runs into good volume; big commissions; exclusive territories granted. The C. Spiro Mfg. Co., Dobbs Ferry, N. Y.

**BUSINESS OPPORTUNITIES**  
THE ADVERTISEMENT below contains 50 words, and at 5c a word will cost you \$2.50.

8 consecutive insertions, the sixth insertion free, will cost \$12.50.  
12 insertions, the 11th and 12th insertions being free, will cost \$25.

**EXPERIENCED** automotive electrician wants form active silent partnership with live car dealer, tire dealer or garage man; will go anywhere; have all capital needed; what I want is to meet the right man; if you are turning electrical business away, here's a chance to "cash in" on it. Address Box No. —, Automotive Daily News.

PARTNER wanted; Dodge Brothers Sales contract; rich railroad and agricultural section. Box 146, Rocky Ford, Col.

### BUSINESS OPPORTUNITIES

FACTORY REPRESENTATIVES—Correspondence invited relative to openings for branch managers to represent us, to the automotive jobbing trade; openings now at Chicago, Buffalo, Pittsburgh, Kansas City and the West coast; commission basis; only responsible individuals with selling experience to the automotive jobbing trade will be considered. CONSOLIDATED EQUIPMENT CORP., 160 Grand St., New York, N. Y.

**CAPITAL WANTED**  
to finance production on an electric clear-across windshield wiper; one of the greatest inventions trade has ever seen and the most efficient device on the market. Further particulars George Canata, 262 Dover St., Boston.

HERE'S an idea for some live service station:—Why not hook up with a "wide awake" partner with capital, and run a chain of dealer and service stations? A classified ad will help you find the right kind of partner.

### FOR SALE

FOR SALE—Patents and copyrights on several successful appliances for testing automobile electrical devices. Box No. 43, Automotive Daily News.

### FLEET OWNER LISTS

OVER 100,000 CARS OWNED BY 1,000 N. Y. CORPORATIONS  
These fleet owners offer a huge market for your product. Are you reaching them? Do you know the man to see? There's a list of these fleet owners, kept up to date and giving the name of the right man to see. Used by the largest people in the business. M. MACHOL, 417 Central Park West, New York City. Tel. Academy 8181.

### TROUBLE LAMPS

#### WONDERLAMP

Electro Magnetic Trouble Lamp.  
Big money maker for agents and distributors. Every demonstration a sale.  
**THE WONDERLAMP CO.,**  
Fisk Building, New York, N. Y.

## INCORPORATIONS

Olympia, Wash., Oct. 29.—New Washington incorporations include the following:—

Longview-Portland Stage Company, Longview, \$25,000; H. A. Hanly, G. W. McLean and D. J. Hanly.

Smith Motors, Burlington, \$15,000; M. G. Leicester, C. W. Blade and H. H. Smith.

Castle Rock Oil and Gas Company, Seattle, \$250,000; Dorsey Hager and B. D. Van Horn.

Providence, R. I., Oct. 29.—A new incorporation in Rhode Island is that of the Automotive Transport Company, Inc., Middletown; \$300,000; operate bus lines; William A. Peckham, Edward J. Corcoran and Clark Burdick, all of Newport.

Baton Rouge, La., Oct. 29.—New Louisiana incorporations include the Almerica Tire Company, Inc., New Orleans; \$30,000; Pascale and A. J. Almerico and Joe Puglia.

# Opportunity

knocks for everyone  
in our business  
opportunity column

A Business Opportunity Ad in the AUTOMOTIVE DAILY NEWS brings quick response.

READ FOR PROFIT  
USE FOR RESULTS  
5 CENTS PER WORD

Automotive Daily News

1926 BROADWAY, N. Y. C.